Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 30, 1904

Number 1106

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Our Spring and Summer samples for 1905 now showing. Every kind ready made clothing for all ages also always on hand, Winter Suits, Over coats, Pams, etc. Mail and phone orders prompt-ly shipped Phones, Bell, 1282; Citizens, 1957. See our children's line.



Have Invested Over Three Million Dol-

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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SPECIAL FEATURES.

Hardware.

Some Grocers' Methods. Around the State. Grand Rapids Gossip.

Window Trimming.

Editorial. Real Success

10. Packers Alarmed.

Poultry and Game. New York Market Butter and Eggs.

Business Correspondent.

Funny Strain. Clothing. Woman's World.

23.

Reading Faces. New Paths. Clerks' Corner.

Looking Backward. 28.

An Exacting Art. The Dreaded Disease.

Hunting For Work.

Hardware Price Current. Dry Goods.
Commercial Travelers.

37. 38. 40. 42.

Drugs. Drug Price Current.

Grocery Price Current. Special Price Current.

THE FREE SEED FARCE. It is announced that the officials of Agricultural Department in Washington are as busy as boys catching snakes or bees in a tar buck et. The rush of work is incident to their preparing 30,000,000 packages of seeds to be sent by mail to all parts of the United States. These are part of the patronage which members of Congress are permitted to pass out to their constituents. To be sure, many representatives live in large cities, whose people have no land on which to plant seeds and are not at all interested in agriculture. In a good natured way they can help out their associates, whose rural constituents are supposed to be in great suspense awaiting the arrival of the free seeds. Many of these packages are sent to city residents as a joke, with the full knowledge that they plant neither pumpkins nor corn. Attempts have been made to abolish the practice, but it seems to have sufficient hold to defeat any suggestion in that direction. There are a great many people whose chief delight is to get something for nothing, even if it is something they do not really want.

It certainly seems as if this seed distribution is a scheme which could be dispensed with without detriment to any reasonable interest and that by its abolition the Government could save a good deal of money. The cost of raising or buying the seeds is necessarily a large item. The mails are burdened with them and clerks get salaries for sorting and addressing the packages. It is respectfully submitjustify the expenditure. Perhaps a long time ago there was some substantial value in introducing new and ucts, but even so, that necessity or

value is long past. The great majority of these seeds are not put to any particularly good use. What comes of them does not warrant the investment in the distribution. Of course, the Government is rich, and a few hundred thousand dollars more or less is not of as much importance as it is in the average citizen's bank account. We have, however, just passed through a presidential campaign, when Government expenditures and Government extravagances were talked about at great length. Yet here is a piece of extravagance that could be easily abolished and for which there is no reasonable justification. Any sort of appreciation of economy would insist on cutting out this item of annual outlay.

The Tradesman questions the judgment of those men who are active in attempting to secure a pardon for the notorious McGarry, who is now serving a term at the Ionia House of Correction, which some people consider altogether too short. McGarry was not convicted on the testimony of Salisbury, but-as one of the jurymen in his case puts itwas convicted on his own flimsy defense, which was so transparent that anyone at all familiar with such matters readily detected the fictitious character of the fabric he and his co-conspirators concocted with a view to deceiving the jury and the public. Revolting as was the crime for which McGarry is now being punished, it shrinks into insignificance in comparison with the greater crime he committed on a young lady in his employ by inducing or permitting her fy in connection with the doctored books and tampered documents which they had manufactured to sustain their defense. Any effort to set such a man free is based either on maudlin sympathy or mistaken judgment and should be met by the determined opposition of every right-thinking man in Michigan.

A lawyers' club of California has been formed with a branch club in every county and headquarters in San Francisco. Its declared objects are: The reduction of expense to litigants, the elimination of delay in reaching a final settlement of cases and the securing of uniform rules of practice in the various counties of the State.

It is stated that a building at Avalon, Catalina Island, off the southern coast of California, for which excated that they serve no purpose to vations are now being made, is to be a large and fully equipped gambling house, conducted by a syndicate of San Francisco and New York gambetter varieties of agricultural prod- blers. The building is to cost \$45,-000.

GENERAL TRADE REVIEW.

There was less of a quieting down of speculative activity on account of the Thanksgiving holiday than is usual at the season. The slight reaction is succeeded by prompt recovery in both volume of transactions and prices. The average of railway shares breaks the record again for the year and leading industries report increasing activity in all directions. There seems little warrant for the conjecture that improvement has been anticipated in the advance as the general course of prices, in spite of speculative interferences, is almost steadily upward. For a day or two there was a hardening of money rates, but this is followed by normal conditions which seem likely to continue.

Some uneasiness has been manifested on account of the closing of some steel plants, notably that at South Chicago. But the fact that resumption is taking place in idle works elsewhere goes to verify the conjecture that such shutdowns are simply for the purpose of getting a readjustment of labor prices, as in the case of Pullman and the harvester companies a few weeks ago. The unions have forced conditions that the trade will not warrant and the companies are learning that the only way to deal with them is by the most summary. Good demand is reported in all quarters, and especially in steel rails, the product of the mills' shutdown.

The tendency of prices of leading staples is downward, toward a more normal basis. The high price of wheat has taken it largely out of the to go on the witness stand and testi- export field. Cotton has also continued too high for profitable manufacture, but prospects seem favorable to its finally assuming its normal place in industry. Corn promises to be a record breaker as a crop, but prices are still kept above the normal.

Woolen goods are still the most active among textiles, both for lightweights and for the more seasonable. Wool continues firm. The cotton operatives of Fall River are slow in taking up work and the prospects for the factories continuing are not favorable. Footwear shipments are being urged by jobbers and wholesalers and the strength in the prices of hides and other materials leads to greater freedom in ordering for spring business.

"Worthless as husks" is a phrase that may soon lose significance. Dr. Wiley, chief of the Chemistry Bureau of the Department of Agriculture, says that 100 pounds of corn husks will yield six and a half pounds of alcohol. People may soon be buying corn husk whisky at 10 cents a glass.



Review of the Hardware Market.

Realizing that general advances in many of the heavy and shelf goods lines can not be postponed much longer, retailers and jobbers in all sections of the country are taking advantage of present quotations and placing large orders in these classes of hardware. Most of the largest manufacturers report business of exceptionally large proportions, recording in many instances a greater volume of sales than ever before. Holiday goods are selling more freely with the first touch of really cold weather after the prolonged warm weather had delayed business in skates and sleds considerably. The transactions in builders' materials. registers, coal hods, furnace scoops and similar goods is phenomenally large and a great activity is still noted in corn husking and other harvesting implements. Owing to unusual prosperity of the farmers, business in field fencing is much better than the average, despite the recent advances of \$2 per ton, which were extended to smooth wire which is selling at 10c per hundredweight higher in Pittsburg and 15c higher in Chicago. Even at the new high prices the *American Steel & Wire Co. is limiting its contracts to 60 days and refusing to book large orders for any more remote deliveries, as it is contemplating another advance in values within the near future. Prices of poultry netting and wire cloth, however, remain at former quotations, but will probably be advanced within a few weeks. Collections are reported good and the outlook for a prosperous business in 1905 is very favora-

Pig Iron-With the renewal of the buying movement which began last week more than 100,000 tons of foundry, basic, forge and Bessemer grades of pig iron have been booked for deliveries in the first and second quarters of next year, while enquiries for a similar tonnage calling for shipments as far forward as the summer of 1905 are now in the market. From present indications the boom is likely to continue for several months Southern and Virginia producers are playing an important part in the market even after advancing their prices repeatedly, and Northern and Eastern Pennsylvania furnacemen are compelled to look to their laurels in the keen competition which is resulting from the return of these producers. Southern iron operators now assert that they could book the entire capacity of their plants for all of next year at the prevailing schedule, if they so desire, but as they generally expect much higher prices within a few weeks they are not booking heavily for far distant deliveries. The continued scarcity of available supplies, they assert, will prove a powerful factor in causing another big ad-

vance, which will probably carry prices to \$15 per ton for No. 2 foundry before the end of the year.

Steel Rails-The umpire has been selected by the Steel Rail Association and the Lackawanna Steel Co. to settle their controversy regarding the proportion of the total rail production and profits which should be allotted to the latter concern as a full-fledged member of the pool. It is learned that the outcome of the dispute will insure for the Lackawanna Co. 15 per cent. of the output and profits. The most prominent members of the pool also assert that they will refuse to reduce their quotation on standard rails from the present figure of \$28 per ton. The briefs prepared by the Lackawanna Co. have not yet been submitted to the umpire, however, and no decision can be positively announced until Tuesday. With the exception of steel rails all classes of railroad equipment are being purchased freely. Additional orders for 3,200 freight cars and 200 new locomotives have been placed within the past week, while car wheels, axles, tires and track equipment are also being contracted for to cover requirements for the ensuing year. Steel bars, plates, sheets and structural material are very active and it is announced that the Structural Steel Association will hold its deferred meeting on Dec. 20 for the purpose of advancing prices from \$2 to \$4 per ton.

Copper-The aggregate takings of the Continental brass founders and electrical equipment makers reached moderate proportions by Saturday, when several big contracts with German, English and Russian dealers were made. The bulk of the recent business in all grades, however, was transacted with domestic, Japanese and Chinese consumers, the large orders from whom offset the falling off in the European demand.

Tin-In the absence of news from the London and Singapore markets, which were closed Saturday, as usual. trading in New York was very limited, but the high figures of the previous days were well maintained. Small lots were disposed of here at prices averaging 29.25c and a few choice grades were held firmly by some producers at 30c. The November option was also strong at 29.85c and the December delivery was quoted at 29.80c. A better consumptive and speculative demand, coupled with the scarcity of available supplies in the London market, caused a continued rally last week, both here and abroad. Beginning at 20.20c the spot price advanced gradually to its present high level and further gains are expected within a few days. Although there were no new arrivals at any of the Atlantic ports Saturday the receipts so far this month aggregate 1,725 tons. The amount afloat was augmented Saturday by the shipment of 15 tons from Rotterdam on board the steamship Amsteldyk, making the total amount in transit 2,160 tons.

Cut Nails-Following closely upon the recent advance of \$2 per ton in

the official prices for wire nails members of the Cut Nail Association made a similar advance in their quotations on cut nails, which are now toc higher per keg. The demand for these products continues excellent. The new quotations on the basis of f. o. b. Pittsburg are as follows: Carload lots, \$1.70; less than carload lots, \$1.75. In the territory west of Pittsburg and Buffalo puddled iron nails bring a further advance of 5c per

Anti-Catalogue Campaign-Representatives of the leading jobbers and retailers who are associated in the Hardware Committee have made but little actual progress toward checking the competition of mail order establishments. At the recent conventions of the American Hardware Manufacturers' and National Hardware associations, in Atlantic City, the policy to be pursued in regard to catalogue houses was prominently discussed by both jobbers and manufacturers, but no concerted action was decided upon. The subject came up informally before the National Hardware Association in connection with the report of the Joint Committee, which narrated in some detail the work attempted and touched upon the various aspects of the question in connection with the conferences between the Committee and the large number of manufacturers who appeared before it. The National Association expressed its approval of the work and adopted the report. There was much difference of opinion among manufacturers and jobbers as to the lines along which the effort to diminish the alleged evils should be directed and some curiosity was shown as to the ultimate success of an effort to shut off the supply of goods to the mail order houses.

Prevents Foul Boilers.

Saving in time and better kept boilers is claimed for a plant recently installed in Pennsylvania for removing foul water from locomotive boilers. The heat of the foul water is saved and utilized in heating the water for refilling and the water change is made without allowing any steam to escape into the atmosphere or without discharging water on the floor of the roundhouse or into the pits. During the twenty to thirty-five minutes required for the operation the ADAMS & HART, 12 W. Bridge St., Grand Rapids

temperature changes in the boiler but slightly, not more than 30 degrees, or from 350 degrees Fahrenheit to 320 degrees, and if the boiler showed a steam pressure of 100 to 125 pounds at the beginning, and the fire is banked during the operation. the steam pressure will not have fallen below 75 pounds to the square inch

It doesn't take fine feathers and a foolish woman long to get together.



AUTOMOBILE BARGAINS

1003 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

Michigan Fire and marine Insurance Company DETROIT, MICHIGAN

Established 1881.

Cash Capital \$400,000. Surplus to Policy Holders \$625,000.

Assets \$1,000,000. Losses Paid 4,200,000.

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Agents wanted in towns where not now represented. Apply to GEO. P. Mc MAHON, State Agent, 100 Griswold St., Detroit, Mich.

SOME GROCERS' METHODS

Not Compatible With Strict Cleanliness.

I wonder if the time will ever come when we shall see perfect conditions prevail in the grocery and other stores where articles are kept and sold for human consumption!

In almost every establishment of this sort which one may enter the eye is greeted by sights that offend and the olfactories are treated to odors-or, rather, a collection of malodors-that make one repeat to himself the line of the song, "I won't go there any more."

Some men like to do all the buying of the eatables for the household, some do not wish to be bothered with this concomitant of double blessedness, preferring to have the wife attend to the matter, thinkingor imagining-which amounts to the same thing-that she possesses the better judgment of the two when it comes to the selection of viands which cater to that part of man's anatomy which often has been declared to be the direct way to his heart.

Now, the average woman abhors dirty surroundings. She wants her whole domicile even so clean as Spotless Town, but if there is one particular location-perhaps I should say two of them-where things must be immaculate, must be absolutely beyond criticism, it is where her dishes are contained and her cooking is done. Here nothing must be allowed that may offend the senses. Shelves must be neatly covered with paper, to be renewed often, dishes must be more than polished, food must be given the most careful attention, the condition of refrigerator where it is kept must be above reproach, all utensils and the towels and dishcloths used in connection with the preparation and after-care of a meal must be perfect as to non-dirt.

The householder who looks well to her ways in all these details goes downtown to purchase meats, vegetables and tidbits for the larder.

And what does she see?

In a nice store where painstaking attention is given to the particulars that dainty cooks like to encounter where they do their trading, one finds all hands from proprietor down to the meanest help encased in aprons that are white when they are donned, and that are kept so or renewed when this condition changes. Nothing is more revolting to a woman of delicate sensibilities than to see an apron which has been used in lieu of a handkerchief by a clerk of slipshod personal habits.

Well do I remember an incident that occurred in one of our principal groceries:

One Saturday night my husband and I were selecting our Sunday dinner. As is our custom, we wandered from counter to counter, ordering what looked tempting and appropriate for the sort of midday meal we were to have the following day. For several years we have traded at this establishment, almost to the exclusion of other and nearer places. Always we get some sort of cheese on Sat-

urday evenings-sometimes a pound or so of several varieties. We are veritable "cheese fiends"-my good man and I-and, besides, we number among those intimates whose company we thoroughly enjoy quite a few who are just as fond of this wholesome edible as ourselves. Hence we are never niggardly in its purchase.

On the particular occasion of which I speak my husband and I had finished our shopping all but the cheese. This we always delight in selecting. To be sure, the knives used in this store are never overly clean, neither are the big pickle spoons, cups, etc., used for dipping purposes. But, then, don't buy much of the pickled stuff and the evidences of the unappetizing knife one can remove from the cheese at home.

As I remarked, we had come to the cheese for our Sunday dinner bill of fare. The man had cut us off, and wrapped up in oiled tissue and then in thicker paper, some Swiss cheese a couple of pounds. Then came Neufchatel-half a dozen of the little cylinders, to which cheese we always add some thick cream to enrich it. breach beautifully. Then my husband said to the clerk, after having sampled the cheese he

"Now you may cut us two or three pounds from that fine cream cheese

"Oh, do we need quite so much this time?" I asked, not wishing to have it "dry up" on my hands, as I already had in the house enough dry cheese crumbs for the delicate "cheese dishes" we are so partial to at our house-macaroni and cheese, cheese on toast browned in the oven, cheese wafers, etc.

"Oh, yes," glibly answered my "natural provider," "we can get away with all that-why, my dear, I can eat that much myself!"

I was silenced but not convinced.

What followed showed that it was extremely fortunate for us that I had demurred, for just here the clerk threw up his head and gave a terrific

sneeze-big enough to wake the Seven Sleepers!

That big round full cream cheese must have been foreordained to receive the full charge of the blastanyhow it got it! And, as if that was not enough, that wretched clerk used special dealer's bovine product. That a cheesey thumb and forefinger to measly clerk has been with his emclimax by conspicuously wiping those offending fingers and thumb on the side of his already dirty apron, at the same time giving vent to a tremendous clearing of the throat and depositing on the floor-

But this was the last straw that broke the camel's back.

"Merry, I guess you are right about that cheese, after all," said my husband, trying not to seem in too great a hurry. "You are always right, you have a pretty level head on you. I don't know what I was thinking of to order so much cheese. We have two kinds already and I think that will be sufficient.'

"Well, I thought we were getting too much," I answered, pleasantly, accenting the third word and filling the

"All right," said the clerk, "I guess, myself, you've got enough."

And I instantly forgave him his "guess" and his "got," he was so accommodatingly stupid at not divining our little ruse.

My husband was so well pleased at our escape from what might have proved an embarrassing predicament | Spot discharge. that he relented and said:

"Oh, well, you might just slice off

about half a pound-we won't want more than that;" and we used it to bait the mousetraps with.

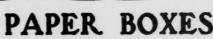
It will not be very difficult to convince the reader that that experience cured us of our predilection for that help matters along, and capped the ployer for years, and probably is a fixture for as many more, but he has deprived that store in the neighborhood of \$52 a year by just one thoughtless act, but which act showed most plainly that it was not confined to that one transaction!

> This cheese circumstance was not an extreme case, by any manner of means. Every day is one a witness of so many similar incidents that it is generally a matter of shutting one's eves and endeavoring to forget the disgusting occurrences.

> Then there's the filthy practice many grocers have of leaving bushel baskets of vegetables out on a level with the sidewalk; also large articles like pumpkins, squashes and the like. This arrangement can not be too strongly condemned.

> I suppose men do not give so much thought to their food before its cooking as do women. If they did, one would not see so much carelessness displayed by grocers and their help in its handling. If I ran a store where eatables were sold, and an employe was dirty in his treatment of such, he would mend his ways or he would receive a Johnny-on-the

Good intentions can't be cashed.



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 with you on your requirements.

Prices Reasonable.

Prompt Service.

Grand Rapids Paper Box Co., Grand Rapids, Mich.





Movements of Merchants.

Dowagiac-R. N. Lee & Co. have opened a new jewelry store.

Ishpeming—Alex Panti has purchased the confectionery stock of E. Edstrom.

Ionia—Robert O. Toan has purchased the clothing stock of Holmes & Kelner.

Big Rapids—Verne Sanford has purchased the confectionery stock of Wesley Wood.

Detroit—The Cadillac Cabinet Co. has increased its capital stock from \$100,000 to \$150,000.

St. Clair—L. Goldstein, dealer in dry goods, has been forced into bank-ruptcy by his creditors.

Elk Rapids—A. W. Boston has opened a meat market in the building recently occupied by M. Clark.

Harbor Springs—The remainder of the Hardy stock of groceries and dry goods has been shipped to Vinita, I. T.

Cadillac—Mautsatson Brothers & Co., of Sault Ste. Marie, will open confectionery and ice cream parlors in this city.

Cass City—J. Schwaderer has sold the Central meat market to A. L. and N. J. Johnson, who have already taken possession.

Cadillac—Otto Hector has sold his grocery and bakery stock to Joseph Hoare, formerly engaged in the bakery business at Elk Rapids.

Elk Rapids—E. S. Noble & Son have stored their stock of groceries and vacated the building recently occupied by them on River street.

Ishpeming—William Anderson has sold a half interest in his grocery stock to E. Edstrom, formerly engaged in the confectionery business.

West Branch—Stephen Weigers has purchased the meat market of Brinkett & Diebold and will continue the business at the same location.

Alma—J. L. Crandell, who came here from Charlotte recently and purchased the New York fruit store, has sold the establishment to Chas. Ainsley.

Bay City—The Wylie & Buell Lumber Co. is erecting a fine office building at its mill plant here and making other improvements of a permanent character.

Capac—Zuber Bros. have established a restaurant and bakery at their place of business on Main street. The cigar factory has been moved upstairs and will be enlarged.

Charlotte—Eugene Hall has sold his interest in the Charlotte Cereal and Supply Co. to his partner, Herbert Williams, and will spend the winter prospecting in the West.

Romeo—Judge Swan, of the U. S. District Court, has appointed Howard H. Morland receiver of the firm of Klopstock & Weaver, of Ray Centre. This action was on motion of Attorney W. T. Hosner, who represents claims amounting to upwards of \$4,000.

Marlette—B. L. Cole, of the firm of F. E. McGunegle & Co., has this week sold his interest in said firm to F. E. McGunegle, and will devote his time to the buying of produce.

Schoolcraft—The Glass Drug Co., which is supposed to be owned by Mrs. Fred Glass, Jr., has effected a settlement with its creditors on the basis of 25 cents on the dollar.

Cheboygan—H. E. Olsen, for many years in the service of Uncle Sam's navy, has purchased the grocery stock of Lawson & Brown and will continue the business at the old stand.

Hillsdale—W. C. Westover, who recently sold his grocery stock to Frank E. Smith, has bought the interest of John C. Whitney in the firm of Whitney & Dimmers. The new firm will be known as Dimmers & Westover.

Dorr—The National hall adjacent to the hotel is to be occupied by the firm of Tiefenthal & Worm as a general store. Carpenters are putting in a new front and inside shelving. The new store will be running by December 15.

Detroit—The Briggs Dental Co. is a new Detroit corporation, with Claude S. Briggs, Wm. G. Rice and J. Walter Drake stockholders. Of the capital stock of \$15,000, \$1,650 in cash and \$8,500 in other property have been paid in.

Laurium—The meat market of E. R. Ostrander & Co. has been sold to Hall & Williams. The market is one of the oldest in the Upper Peninsula. It was opened in 1865 and has been conducted by Mr. Ostrander since Sept. 1, 1881.

Pontiac—J. E. Travis, formerly manager of the Courier at Ann Arbor, has been appointed to take charge of the Pontiac ranch of Grinnell Bros.' music house, and henceforth will give his undivided attention to the business.

Traverse City—C. W. Bowen, who has been conducting a grocery store at the corner of Cedar and Front streets for some time past, has sold the stock to E. W. Turner and Elwood Stanley, who will continue the business under the style of Turner & Stanley.

Jackson—Dr. Charles B. Colwell, for many years a druggist and manufacturer of patent medicines, of this city, died suddenly last Saturday in his eighty-second year. He leaves a widow and two sons. Dr. Colwell had lived in Marshall and this place for over forty years.

Manufacturing Matters.

Detroit—The capital stock of the Peerless Manufacturing Co. has been increased from \$100,000 to \$125,000.

Saginaw—Edward German has a cargo of mahogany on the way from Africa to be used in his piano industry.

Newberry—Smithfield Bros.' sawmill, being erected west of this place, will be ready for operation by the first of next month.

Sanilac Centre—The Sanilac Centre Manufacturing Co. has been organized with a capital stock of \$10,000, of which \$5,500 has been subscribed and paid in.

Kewadin—The Stafford Bros. saw and shingle mill has been partially destroyed by fire. Loss \$1,000, no insurance. The mill will be rebuilt.

Niles—The Niles Creamery Co. has been organized with a capital stock of \$5,500, of which \$4,800 has been subscribed and \$2,500 paid in in cash.

Menominee—The Sawyer-Goodman Co. has established a new record for day and night sawing on the Menominee River. Its mill has run for ten months, double shifts, with scarcely

Flint—The Flint Pneumatic Collar Co. has been organized with a capital stock of \$25,000, all of which has been subscribed and paid in in property, to manufacture pneumatic horse collars.

Manistee—The Manistee Brick Co. has been organized to manufacture and sell brick. The capital stock is \$35,000, all of which has been subscribed. Ten per cent. of the capital stock has been paid in in cash.

Detroit—The St. Clair Manufacturing Co., maker of shirt waists and similar apparel, which has a factory at Fourth and Porter streets, has bought a site for an additional factory building at Lafayette and Fourth streets.

Flint—The Auto Brass & Aluminum Co. has been organized with a capital stock of \$25,000, of which \$12,500 has been subscribed and paid in in cash and property. The company will manufacture brass and aluminum auto parts.

Detroit—The Detroit Vibrator Co., capitalized at \$10,000, has been incorporated to manufacture an electrical massage machine, patented by Nelson Watson, of this city. Nelson M. Watson, Fred Wardell and Thos. J. Ouinn are the stockholders.

Belding—The factories of the Belding-Hall Refrigerator Co. are both busy. Factory A is turning out kitchen cabinets and refrigerators; Factory B is still working on stove boards and Factory C is making tables, but both will soon resume the manufacture of refrigerators.

Detroit—J. C. Widman & Co., manufacturers of mirrors, hat racks and hall furniture, purchased a site two weeks ago from the People's Savings Bank, on the west side of Fourteenth avenue, and have broken ground for a new factory. The building will be 60x300 feet, three stories and a basement, of solid brick, factory construction.

Sault Ste. Marie—The destruction of the sawmill plant at Bay Mills last winter was the beginning of the end of the lumber industry at that place and after next spring it will be a thing of the past, as the remaining property there is to be dismantled. The lumber on the docks is being sold and everything available disposed of.

Gaylord—The Crawford, McGregor & Canby Co. will celebrate this fall the seventy-fifth anniversary of the establishment of the Dayton Last Works, now conducted as a part of the company's extensive business. This concern owns a large tract of hardwood timber in this vicinity,

where is located a large plant for cutting up the timber for lasts. A large force is employed in this industry.

Bay City—A number of box manufacturers say that business has been somewhat cut up by competition and while business is being done the prices are not so satisfactory as they were. It is not so easy to find customers and name the price, but the greater number of the boxmakers here have regular customers on their list and this helps out. The box industry in the valley has assumed large proportions.

Lansing-The Lansing Plaster Co. has been organized for the purpose of engaging in the manufacture of wall plaster. The inventor of the plaster is W. S. Griswold, of Elyria, Ohio, formerly of this city. Mr. Griswold already has two concerns in operation in Ohio, one at Elyria and another at Cleveland, which take care of the trade in Ohio and nearby states. The plaster is made partially of wood pulp, green poplar and elm being used principally in its composition. Sand, gypsum and other materials are added and a plaster is prepared that needs only to be mixed with water in order to be ready to use. The wood is shredded finely, after which the other materials are put in and machines take care of the mixing. The wood that will be used will be obtained from this immediate locality as far as possible.

Detroit-The Seamless Steel Bathtub Co. has been organized by local capitalists. The company will manufacture a tub of one piece of steel, the invention of Eugene H. Sloman. The tub is covered with porcelain, making it look exactly similar to the iron tub, but weighing one-third as much. Two or three sites for a factory have been submitted and these will be passed upon by the Board of Directors, when that body is elected. The company expects to turn out not less than ten tubs a day, and will require from three to five acres of ground. The stockholders are: R. A. Alger, F. H. Walker, Joseph Boyer, George H. Barbour, George H. Russel, Walter S. Russel, Henry Russel, George B. Russel, Bryant Walker, H. B. Ledyard, Antonio C. Pessano, T. H. Bowles, H. M. Campbell, A. E. F. White, Ryerson Ritchie, William Stevens, Fremont Woodruff, C. F. Berry, E. L. Ford, N. D. Carpenter, Peter White, Theo D. Buhl, J. C. Hutchins, A. B. du Pont, Dewitt Loomis and Eugene H. Sloman.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids Detroit Opera House Block, Detroit

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



John Leroy, grocer at 247 East Bridge street, is succeeded by Robt. S. Johnson.

Chas. E. Sach, who formerly conducted a grocery store at 217 Coit avenue, is succeeded by E. L. May.

A. H. David, Lewis Van Winkle and M. M. Mallory have formed a copartnership under the style of the Van Candy Co. The factory will be located on South Lafayette street.

E. J. Cheney, formerly engaged in general trade at Brandon, Wis., will shortly open a grocery and notion store in the new building now under construction at 1251 South Division street

Valley City Chair Co. will mail checks Thursday to the creditors covering 50 per cent, of the claims, which aggregate nearly \$12,000. Another dividend will be paid as soon as the committee realizes on the \$2,800 of uncollected accounts. The committee having the matter in charge is composed of H. C. Angell, L. L. Skillman, L. J. Stevenson, W. C. Hopson and W. E. Cox.

Five of the local commission merchants will hold a meeting at the office of the Alfred J. Brown Seed Co. this afternon to organize a Grand Rapids branch of the National League of Commission Merchants. The charter members will be the H. J. Vinkemulder Co., the Alfred J. Brown Seed Co., C. D. Crittenden, Maynard & Reed and E. E. Hewitt. The objects of the organization are the maintenance of the commission business on an honest basis and the reformation of such abuses as have crept into the business through lack of concerted effort.

Peter Doran, trustee of the mortgage creditors of Sherman & Byram, the Petoskey dry goods dealers, mailed checks to the creditors Tuesday representing 45 2-3 of their claims. As the mortgage was not uttered until Oct. 11 and the estate was closed up Nov. 28, only forty-eight days elapsed while the estate was in the hands of the trustee. If the estate had been thrown into bankruptcy the settlement would probably have been dragged along for a year, at the end of which time the creditors would probably have received about 25 cents on the dollar.

At a meeting of the creditors of the Farrell & Host Co., held here one day last week, it was decided to accept an offer of 35 cents on the dollar, cash, in full settlement. The company has since sent out a written proposition to the creditors offering to pay 30 cents, which some of the creditors decline to accept. Trustee Doran has therefore advertised the claims of the merchandise creditors, together with the bank indebtedness, aggregate \$31,000. The stock is val- They are not particularly active at ics are now being made curtails it sheep.

in contract notes, many of which are past due and represented by clothing already worn out by people who are not responsible.

The Grocery Market.

Sugar-London cable advices report beet sugar unchanged for both the November and December deliveries, but private cable advices report a decline of 11/2d. Cane is firm at previous quotations. The market is steady in tone, but in view of the fact that buyers and sellers are apart in their ideas of values business is practically at a standstill. It is generally understood that sales of new crop Cubas could have been made to refiners for January or February shipment at 33%c, c and f, for 96 test centrifugals, but holders would not sell below the basis of 3 7-16c. Spot quotations are steady but more or less nominal. The market for refined is The creditors' committee of the quiet but steady. There is practically no new business, but after the holiday market of last week the call for deliveries on outstanding contracts reached good proportions. were unchanged on the basis of 5.35c less I per cent. cash for granulated in bags or barrels. Some of the trade interests are inclined to look for lower prices as soon as the present heavy withdrawal demand is over.

Tea-The market is firm. Buvers seem willing to pay prices which they declined to pay a week or ten days ago. There is no indication of any boom, but a quiet, steady business at full prices can be looked for from now on. No further developments of has met the same experience. This importance can be expected from the is the second advance in both glu-East, as the markets there are well cose and compound syrup within two cleaned up.

Coffee-The statistical position is without threatening immediate advances. Unless the speculative market should go off on a tangent it is probable that the present prices will be well maintained. The demand is good, but without special feature.

Canned Goods-The pack of standard corn is proving large and there is every prospect that the price will hold much lower all through this season than it did last. Demand is normal. Jobbers have been filling their future orders the past two weeks and are getting them well out of the way. Tomatoes are occupying a stronger position than they were some time ago, but the market can hardly be said to be higher. The feeling is a firmer one and may result in advances later, however. The demand for this staple commodity is normal. Prices are attractive and the talk of higher prices has caused the trade to be a good buyer. California fruits have been in large request the past week for the holiday feast. The trade has taken them almost regardless of price, showing that when the public wants a thing this year it has the money to pay for it. Such lines as lemon cling peaches and cherries, which were stock for sale on Dec. 9. The held high, are going out right along with apples, strawberries, etc. Salmon and sardines are fair sellers.

ued at \$11,500 and there are \$19,000 this time of the year. Both are held somewhat. Nothing new has firm, the salmon, as pointed out last week, being practically sure of an that a good order would get substanadvance before the next season. Canned soups are better sellers and meats are doing fairly well. Both are held at unchanged prices. Oysters are in fair demand, but the weather has not been particularly good for them.

Dried Fruits-Peaches are in good enquiry, but prices are so high that the demand is being interfered with a great deal. The only demand is from hand to mouth. Prospects are for a maintained price during the whole season. Stocks are light on spot, and but very few are coming forward. Currants have been in very heavy demand and some of the cleanhave been unable to fill orders. Prices on this side are steady, but in Greece the market is weak, in spite of a short crop. Nothing new has developed in seeded raisins. Stocks are not heavy and are mostly of old Prices are unchanged. Coast quotations are higher and are above the parity of Eastern markets. Loose raisins are in good demand. Stocks are light and secondary markets are below the coast parity. The prune market is firm and active. The low prices have stimulated consumption, and unless they advance materially the outlook is for a continued brisk trade. There have been no further changes in price during the week Size 30's are no higher, but are very firm and scarce.

Syrups and Molasses-Corn syrup is strong and has advanced 1/2c during the past week. Compound syrup weeks and gives strong indication of a new working agreement among the such as to give the market strength refineries. The demand for compound syrup is fair. Sugar syrup is in no special demand from grocers, but a fair demand is reported for export. Prices are unchanged. Molasses has developed nothing new. For choice grades the price has not declined. The demand is fair. If the sugar market keeps where it is now the probability is that the production of fancy molasses will be very light this year. At the high price of sugar the growers would prefer to turn their cane into sugar. The more sugar they make the less fine molasses.

> Rice-Values are on a reasonable basis and when the trade gets back to normal lines there should be a large movement. A slight stiffening of the market is noted on poorer reports from the mills.

> Provisions-Smoked meats are steady and in light demand on account of the call for poultry. Prices are unchanged. The market is healthy, but quiet. Barrel pork is in light demand at unchanged prices. Lard, both pure and compound, is unchanged and in fair demand. Dried beef is unchanged and in light demand.

Fish-Cod has not receded from its high basis, and hake and haddock are correspondingly firm. No decline seems likely. The demand is good in a small way, but the fact that deliver-

developed in salmon. It is probable tial concessions. There is no demand to speak of, however. Norway mackerel are exceedingly strong and have advanced fully \$1 per barrel during the week. From the lowest point they have advanced \$2.50 per barrel. The demand seems good notwithstanding. Irish mackerel are also strong, and some sales have been made during the week at 50c advance. The general market, however, is unchanged. The time has quite gone by when concessions can be gotten on good stock. Sardines are quiet. Some of the independents are shading prices rather deeply in order to make business, but they have not been successful, as sardines are not wanted just now. Lake fish, whitefish and herring are quiet and unchanged.

Chattel Mortgage Sale.

By virtue of a chattel mortgage. executed by the Farrell & Host Co., a corporation of the city of Grand Rapids, to Peter Doran, Trustee, of the city of Grand Rapids, dated at Grand Rapids the 12th day of November, A. D. 1904, and filed in the office of the Clerk of the city of Grand Rapids on the 12th day of November, in the year aforesaid, and upon which default has been made, I have taken and shall sell the property therein mentioned and described, to-wit: All its stock of merchandise, consisting of men's, women's and children's clothing, hats and furnishings, merchant tailoring goods, in bulk and in course of being made up into suits, all store furniture and fixtures, shelving, counters, one fire-proof safe, and all book accounts, notes and debts due to said corporation, all of which said above described property is now as their store, at 31, 33 and 35 Canal street, in the city of Grand Rapids, Mich., at public auction, at the front door of their store, known as 31, 33 and 35 Canal street, in the city of Grand Rapids, on Friday, the 9th day of December, A. D. 1904, at 10 o'clock in the forenoon of said Peter Doran, Trustee. day.

Dated at Grand Rapids, Mich., Nov. 29, 1904.

Lester J. Rindge has mistaken his calling. Instead of being a shoe manufacturer, he should be the Czar of Russia, because he is evidently death proof. Within three or four years he has been a star actor in three serious carriage accidents, and in each case he has sustained injuries which have kept him in hed or at home only about two weeks altogether. His latest accident, which resulted in a collision with a street car Sunday evening, rendered him unconscious, but late reports from his home are to the effect that he will be at his desk as usual about Monday of next week.

Sunshine and gloom are equally Cheerfulness on your contagious. part will not only make you feel better, but will bring a heap more business to your store, while a glum countenance and crusty words will affect them like a wolf in a flock of



Store Windows Begin to Suggest Christmas Shopping.

This isn't exactly "The Good Old Summer Time," as Old Boreas occasionally reminds us, but "The Good Old Christmas Time" will soon be upon us, and, as the holiday season nearer and nearer approaches, the store windows and the stores themselves take on more and more a festive appearance. The Christmas spirit is commencing to be felt in the air, and Christmas shoppers are quite in evidence. One begins to hear snatches of talk among hurrying pedestrians as to "what we must give So-and-So." Storekeepers are gradually bringing to light their held-back stock and choice things are now possible of selection.

It seems to me as if, within the past two or three years, people have quite radically changed as to the nature of the gifts they bestow. They appear more inclined to give useful presents and not so many foolish little jimcracks possessing absolutely no merit in an artistic sense and of utterly no use to anybody. General dealers are coming to feel this change and each year offer less and less riffraff to the purchasing public. And, unless the person for whom one is picking out a gift be very, very wealthy, and so has everything heart could desire, it ought not be hard to select from the many really meritorious goods something appropriate for the recipient that shall be pleasing to him or her.

For the person whose business necessitates long drives what more comfortable and acceptable than a pair of those thick fur long-gauntleted gloves on display in great profusion in the Leonard Benjamins west window; or what nicer to give the dressy man than one of the white vests in the other window space? Of course, such a present would come from a relative or one "almost related." I am speaking now more especially of family gifts.

Starr & Gannon show a whole case, out on the sidewalk, of Havana brown vests and generous sized brown neck-They attract much attention by their one-tone effect. In their window proper a neat result is produced in the arrangement of several suit cases-three sides of a square. Travelers' merchandise is always a good seller at this season and both this establishment and Gardner & Baxter present a fine array of this class of goods. The latter must feel pretty sure of their ground when they put a placard with their cases declaring them to be:

> The Best Suit Case on Earth for \$5

and in the adjoining windows are all sorts of handy things one needs on a journey. A folding leather toilet case in black is especially convenient. In it are all the common toilet necessities, including hair and clothes brushes, comb, soap holder, covered glass toothbrush receptacle, razor and hand mirror, also a complete manicure set. Such a collection could not but be acceptable to the man who appreciates fine toilet accessories and the having of them in so compact a shape for traveling. Such a case as this should be put away, to be used only on a trip, and then one would have to give no thought as to the separate items required-simply trot out the traveling case and "there you

Other nice things on display of interest to the man who likes to have things on hand in case of a sudden departure are shawl straps, valise tags, alligator skin hat boxes, all padded and lined with black cloth, gloves for all sorts of outings, umbrellas and canes strapped together, steamer rugs, warm wool caps, overcoats, business suits, house jackets and white shirts with small figures in black, the shirts having attached cuffs. Surely 'twere easy here to find something to gratify a finicky Lord pect. It sometimes happens that a of Creation.

What woman of cultivated taste could help admiring and longing for some of the Tiffany Favril ware, and other glass bearing this magic name, on exhibit at Herkner's! The beautiful rainbow tints are enough to make one simply drunk with color. The whole west window is full of allurement for the Fair Sex. Particular prominence is given the topaz, it being the birth-stone for the current month. It is shown both in the rough and finished state. A verse near the glass reads as follows:

Birth-Stone for November. Who first comes to this world below With drear November fog and snow Should prize the topaz' amber hue-Emblem of friends and lovers true.

Frederic Wurzburg shows a windowful of fancy work designed and executed by his artistic wife. The beautiful embroidered picture done by Mr. T. Sanzo, of Japan, is still to be seen in the east window near the door and is well worth hunting out by visiting buyers.

Berand Schrouder's windowman must have been in a hurry or did not have paint enough to go 'round when he wrote the following card:

These are the Original Antonette Perfumes 13c The bottles, however, bear this inscription:

Marie Antoinette Fabrique par Paul Joubert Paris

I wish I might mention many other local windows containing much of in-In conjunction with the suit cases terest to the country dealer, from

that would prove valuable to him between now and Christmas to help him draw trade, but I have already overstepped my allotted space. Of course, the larger city stores perforce handle more expensive goods than do the towns, but the merchants of the latter, when they visit, for any reason, the former, may learn much in a business way by keeping their eyes wide open.

Surely a Bad Pen.

Senator Pettus, of Alabama, was writing with a noisy, spluttering pen. Laying the pen down, he smiled and

"Once I was spending the evening with a friend of mine in Selma. We sat in the dining room, and from the kitchen came a painful scratching

"'Martha,' said my friend to the maid, 'what is that scratching in the kitchen? It must be the dog trying

to get in.'

"'Huh,' said Martha, 'dat's no dawg scratchin' de do'. Dat's de cook a-writin' a love letter to her honeysuckle."

Above all, never "guy" the proscross-eved customer can see more ways than Sunday, and a man who is deaf in one ear can hear as well with the other as if he had four ears.

If you can not excel in your entire each reply. line, be sure to have some feature of your business that shall excel any-

which he might receive many a hint thing your competitor has; then talk that one point strongly until you can add another.

PRIMARY REFORM ESSAYS.

Prizes Offered for the Best Discussion of the Question.

sion of the Question.

A free, frank, fair, candid and popular discussion of primary reform is invited by the Detroit Tribune. That paper offers 100 yearly subscriptions to The Daily Tribune for the 100 best articles of 500 words each on primary reform received not later than Jan. 1, 1905. In addition the 10 of these adjudged the 10 best will be also given the Sunday issue of the paper. Furthermore, \$100 in cash will be divided among the writers of the five articles decided to be the very best, in the following proportions: \$50 to the best; \$20 to the next best; \$15 to the next; \$10 to the next; \$5 to the next.

The Tribune does not desire to invite a partisan discussion. What it wants is an honest, fair expression in the hope that the legislature may gain advantage and light from what the people say on any and all sides of this big problem, for the correct solution of which all honest people are anxious. To enter the competition the articles must not be over 500 words long, must be confined to arguments for or against direct nominations and must outline the kind of law, if any, the writer advocates All articles must bear postmark not later than Jan. 1, 1905.

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

Michigan Automobile Co. Grand Rapids, Mich.

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

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



ONCE.

AVOID DELAY

ORDER NOW

Christmas Candies and Supplies Nuts, Dates, Figs, Etc.

PUTNAM FACTORY National Candy Co. Grand Rapids, Mich.

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

WORDEN GROCER COMPANY

Grand Rapids, Mich.

Bottled Grapes.

Grape growers in the United States may derive a useful hint from a process, as yet unknown on this side of water, by which vine growers in France are enabled to market fresh outdoor grapes all through the winter. The method, which is a recent invention, is both curious and inter-

Bunches of the finest grapes, when ripe in autumn, are cut in such a way that to each bunch a piece of the vine five or six inches long remains attached. From this piece the stem of the bunch hangs-an arrangement which, as will presently be seen, is essential to the success of the opera-

A large number of wide-necked bottles, filled with water, are ranged in horizontal rows on racks in a cellar, and in the open end of each of these receptacles is placed a bunch of grapes-that is to say, the pieces of vine stem are inserted into the mouth of the bottle, and the grapes hang outside. The grapes do not touch the bottle, but are supplied with moisture through the vine stem, which is immersed in the water.

In this manner "black Hamburgs" and other choice table grapes are kept fresh and perfect through an entire winter. The temperature of the cellar, being uniform and moderately low, is favorable to the preservation of the fruit, and to compensate for evaporation water is supplied daily to the bottles. Naturally, such grapes are expensive, but there are plenty of people, it seems, who are glad to pay \$2 a pound, or even a higher price, for them.

"Doin' Their Own Stretchin'."

After being without a girl for a week the mistress of a local apartment was showing an applicant over the flat. She had been liberal in her promises of privileges in the way of afternoons and nights off. She had even gone so far as to extend the hour of the girl's return on these nights, and to agree to her using the sewing machine after her work was

The new girl seemed pleased, and the mistress was beginning to hope. They walked back into the dining room, and the girl had actually removed one pin from her hat. Then her smile faded, and a question mark appeared.

"Do you do your own stretchin'?" she demanded.

"Do we do our own what?" asked the puzzled mistress.

"Stretchin'," repeated the new girl. "I don't understand."

"Stretchin'," repeated the girl a second time. "Do you put all the stuff on the table at mealtime and stretch for it, or do I have to shuf-fle it around?"

The family are "stretchin'" in earnest now, and will until they get a girl who is willing to wait on the table as well as cook the meal. The matron's household vocabulary contains

Deceit is the deadliest drug on the market.

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Our prices are from 10 to 15 per cent lower than other reliable houses ask. That's what we save you.

Every item in our 1,000-page catalogue is guaranteed absolutely reliable, better value than you can buy elsewhere and exactly as we represent. This guarantee is backed up by our reputation of 33 years' standing, for fair dealing with the trade.



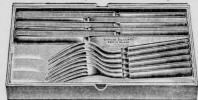
Whether you desire to fill in or want a complete stock, our unmatchable lines of holiday goods will fully meet your requirements. Our facilities for making prompt shipments are an advantage to you, and our prices are lower than quoted elsewhere. Send your orders to Lyon Brothers, Chicago, and save money.

Write for our Unabridged Fall and Winter Catalogue No. (390 SENT FREE TO DEALERS ON REQUEST

HERE ARE A FEW TREMENDOUS BARGAINS—SEND US A TRIAL ORDER

Our Price \$1.29

ROGERS' SOLID NICKEL SILVER KNIFE AND FORK SETS, ACTUAL VALUE, \$1.55



1114 This material is of recent discovery. It has wearing qualities, appearance and other features that cannot be equaled in silver-plated knives and forks of this class. We guarantee its wearing qualities. Stamped Wm A. Rogers Nickel Silver. % doz. each knives and flat shell handle forks in a partition carton.

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WARRANTED Housewife's Sets

Blades will hold edge, ground ready for use. Best razor edge ever put on knives of this kind. Sold regularly at \$1.90 to \$2.00. Our price,

\$1.69 Per Doz. Sets



690 Housewife's Sets, consisting of bread, butcher and kitchen knife, best refined, polished and tempered steel blades, size of blade 34 inches, 64 inches and 84 inches respectively. 4-inch heavy stained one-piece handles with nickel-plated ferrules. Each set packed separate. Dozen sets...... 51.69

Rogers' Solid Nickel Silver 28-Piece Set

OUR UNMATCHABLE BARGAIN IN GUARANTEED

ANTERNS

\$4.00 Dozen

HALF DOZEN IN



CLOSED. OPEN TO LIGHT.

No. O Perfect Lift lantern, standard size, 2-piece stamped ubes, can be filled, lighted, eg ulate d or extinguished without removing the globe. Easiest and quickest to operate of any on the market, tives a strong, bright and steady light, handsome in uppearance and strong in construction; globe held firmly neither an elevated or low-



CASES for \$1.35 Five Canvas Covered TELESCOPE A VALUE YOU CAN'T DUPLICATE ELSEWHERE

135 Telescope, canvas covered, leather straps, leather corners top and bottom, strong leather handle, open riveted, cloth lined.

Inches....14 16 18 20 22 Nest of 5, 1 each of above sizes....





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Entered at the Grand Rapids Postoffice

E. A. STOWE, Editor.

WEDNESDAY - NOVEMBER 30, 1904

CORRUPTION IN CITIES.

Although a prolific writer, probably nothing else which Lincoln Steffens has prepared for print has excited so much comment as his article before election in McClure's on the Wisconsin situation. He has given a good deal of time and attention to investigating and writing up conditions of this sort and one of the subjects he has discussed is that of municipal corruption. It is a generally conceded and appreciated fact that municipal government is one of the greatest and most difficult problems which confront this country. There is much more corruption, proportionately, in the management of cities than in the management of national affairs. Some have fallaciously sought to find the cause in the fact that the percentage of foreign born population is larger in cities than it is in the country. The best answer to that is found in the other fact that Philadelphia is the most American city in the United States, and yet it is said that its municipal situation is the most hopeless and that corruption there is decidedly manifest. Honest and economical government of cities is more rare than it ought to be, and while everybody knows about it very few take any particular pains to remedy it.

Mr. Steffens is doubtless correct in his diagnosis that at least one of the causes responsible for the evils complained of in cities is that there oneman or boss rule obtains and has its perfect work. Pretty much every city, big and small, in the United States has a Republican boss and a Democratic boss. Each runs the politics of his own party, dictates the nominations and does all the business which rightfully belongs to the people. It often happens that these two bosses, under the appearance of desperate fighting against each other, are really at harmony between themselves, with very definite understanding as to the division of the spoils. It usually happens that the result of nominating conventions and frequently the outcome of elections, is decreed by these two men, or if not exactly by two, at least by the respective coteries which each controls. probably continue.

All this is at the expense of the public and the money comes from the taxpayers' pocket. A lot of good people sit by and criticise, bemoaning the unfortunate tendencies with their incident corruption. No discussion of this question can evade the fact that the ultimate and actual responsibility rests upon the voters. They suffer these conditions of which they complain and allow them to exist from year to year, encountering no fiercer opposition than murmured protest. Any city can have precisely the sort of government it wants, and if it insists upon having honest, economical government it can have it only when the voters declare for it, and they are in the majority everywhere, provided only they will assert themselves and their political independence.

INVITING DISASTER.

The management of the Michigan Central Railway is evidently inviting another catastrophy similar to the slaughter of the thirty or forty victims it plunged to death at Jackson in 1803. For the sake of economy it has taken off its telegraph operators Sundays at such important stations as Battle Creek. If a train is late no one is able to determine how late it is, because there is no one at the depot who can take the messages going over the wires. Conductors and train men protest against such dalliance with human life, but they are powerless in the matter, although they freely predict that the penuriousness of the management in thus crippling the efficiency of the service must inevitably culminate in a collision which will, in all probability, cost the road many times what it would to maintain the service which both the traveling public and the train crews insist is necessary.

Mexico seems to be trying hard to exploit substitutes for the cotton plant, says the Pathfinder. A New York company with \$250,000 capital has recently been formed to develop in Mexico the culture and spinning of the ramie plant, which is a perennial and grows from four to six feet high. The stem of the plant yields a fine fiber that may be spun into yarn, hosiery and underwear. From three to five crops a year can be harvested from the ramie in some regions. The cotton tree is the other substitute. It likewise is perennial, flowers, bolls and ripe cotton being seen on the tree all the time. It grows in dry places, and coming from the seed has been known to reach nine feet six inches a year.

The Liberty bell has been once more restored to its home in Independence Hall, Philadelphia, after a visit to the St. Louis Exposition, where it attracted more attention than any other object. There are a good many who think the famous bell should not be carted about the country as it has been during recent years, but the Philadelphia aldermen who accompany the bell on its travels have such good times that the practice will

THE FREE RURAL DELIVERY.

If any reliance is to be placed upon those who are supposed to know what they are talking about a matter which will early be brought to the attention of Congress is the rural free postal delivery service. It is urged by those hostile to the system that it has grown to be too costly to the Government and that this expense is an imposition upon the country at

It is needless to state that the friends of rural delivery will have something to say upon this topic. They have said much already, and the tenor of it is to the effect that this same free postal service is provinghas proved-itself to be the greatest blessing to the country people that has so far been hit upon; and that to take it away at the very beginning of its usefulness will be a setback which this progressive country will not tolerate. A single statement will make this clear: Swift communication is one of the important elements of this country's progress. Steam and electricity have relegated the turnpike and the coach to the past that they faithfully served; but the business of the country could not go on now with the stage coach as the only means of communication. Fancy or try to fancy what the result would be if this backward step should be made, and it can then be seen what the removal of the rural delivery would be to those who have experienced "the newness of life" upon farm and ranch and in rural community within the borders of this United States.

The hayseed is best defined as the countryman whose connection with the rest of the world is limited to his weekly visit to the postoffice and the irregular delivery of his mail. He wants no daily paper. It makes no difference to him how the war in the Far East ends. His corn bin may be filled to overflowing, but the condition of the grain market is nothing to him and he has to take for his corn what "them speckerlaters'll give." Always at home, isolated from everybody and everything beyond the limits of his farm, he becomes in time mentally hide-bound and, big in his own conceit, is the easy victim of the gold-brick and the green-goods schemers. As the farmer so the family and the result was a rural population of the "way back" variety.

The rural free delivery is putting an end to all this. The man himself after his contact with the world outside began to indulge in the luxury of a hair-cut. He began to be sensitive as to the size and locality of his patches. He began to take his daily paper, to read it and to think-in a word, to get into the world of thought and to consider himself a responsible part of it. The children began to look kindly towards the school house and to insist upon something better than it could furnish. Life began to be something worth the living; and this has been going on until a generation of trained intelligence has peopled the country with a class of uncommon people which can be found to it.

only in this United States. Costly? Yes, but "it's worth it," several times over, and if any country on the face of the earth can afford to pay the bill it is ours.

It must not be forgotten, however, that there are two sides to the question, and it is asserted that the other side will be much in evidence when the question comes up for consideration. It has been stated that organizations and business men and merchants all over the country are getting ready to stir up a vigorous agitation against the extension of the service and for the curtailing of the service already established. It is insisted on that the class of business men most directly hurt by the rural delivery system is the country merchants. Through the rural delivery they are more than ever exposed to the competition of the mail-order houses, so much so that in certain sections of the country farmers have stopped going to the towns to buy since the establishment of the free delivery routes in farming neighborhoods. This has been stated to be the condition in the East, and they who are familiar with the Middle West know that the catalogue of the city department store is an essential part of the household upon the prairies and the plains. The villages also are materially affected by the system, the buyer and the seller there having each his own grievance-the one complaining of never being able to get what he wants at a reasonable price; the other insisting that the statement is untrue, or, if it be true, it is due entirely to the transferring of patronage to the city department store, which justly belongs to him. thing has been going on until the country tradesman is determined to put up with it no longer and "if kicking will stop it, there is going to be some of the liveliest kicking going on which this country has ever seen.' It is not a detriment; but it is absolute ruin, and for that reason every effort will be made to put an end to the cause, the rural free postal delivery service.

When, as in this instance, extremes come together it is meet and proper that both should carefully consider the conditions and govern themselves accordingly. The first fact to be conceded is that in all probability the rural free delivery has come to stay. Admit that in some sections the system has operated to the disadvantage of the country merchant. Admit also that it is a boon of incalculable benefit to the farm folk everywhere. This in connection with the fact that the expense incurred is not at all burdensome, and if it were we can afford to pay it, settles the question of its continuation; and now comes the sensible way to manage it. There must be a common ground for the extremists to stand upon and this ground must be made so tenable that the system, instead of being looked upon as an imposition upon the country, shall be conceded as the greatest benefit to all concerned that has come

REAL SUCCESS.

Impossible Without Character as a Foundation.

Real success can not be achieved and does not exist without it be built upon the foundation of a sterling business character. No doubt great many illustrations would seem to controvert this statement come at once into the reader's mind; he may regard it for the moment as a trite, worn-out statement, not borne out by the actual facts and incompatible with existing conditions of modern life, particularly business

Nevertheless, the statement is true, even although trite. The notion that it can be otherwise comes from the mistaken idea that success is merely the achievement of a desired object, usually exemplified in the accumulation of money, a great lot of money; or of social or political position, a very high political or social position. But the real truth of this matter is that the attainment of an object is not of itself success, even if the object be money or position.

A real life success is obtained only if there be a foundation of sterling character to build upon. An incident of success may be great wealth, or high position, or both, but these incidentals are not the thing itself. One may make a real success of his life and not have much money or position. If his abilities are in the line of acquiring money or place, or fortunate circumstances bring him either, he may achieve real success with the material advantages derived from the possession of these incidentals.

It is easy to demonstrate that the achievement of an object is not of itself an essential of success.

A salesman may deceive a customer into buying a rhinestone for a diamond and gain ten or a hundred

A man may unload a mine upon a syndicate of investors and make for himself a million dollars.

Race track crooks may contrive to throw a race and win many thousands of dollars.

A bank robber may get into the safety vault and carry away bags of gold and silver and bundles of bank notes.

A gang of train robbers may hold up the express messenger and the passengers and get away with great amount of booty.

A forger may imitate a responsible signature and get a check for five figures cashed at the bank.

A trusted employe may steal for a considerable period of time.

A sandbagger may knock a man down and make off with his watch and money.

An expert thief may carry away your pocketbook.

A great military personage may capture a state.

A grafting political boss may compel the contributions and support of the people of his state or city.

The libertine may win the affection and ruin the life of a trusting the qualities which are required for girl.

The monopolist may pinch the public and grind his suffering employes to his own pecuniary advantage.

In every one of these suppositious cases the person who achieves his object has succeeded in doing just what he essayed to do; has carried out his intentions; has accomplished his purpose-but can we truthfully say that the attained object, even if it be great wealth or much power. is a real success? The pseudo-success of the money-getter blinds us to the real article, yet we know that the real exists and also that it is possible to build a great business and conduct it on principles established on a foundation of sterling personal character. In fact, that is the only way in which great business success is attained.

There is a distinction between business and personal character. The former may exist without the latter, but the combination is to be desired. High personal character is said by some to be capable of existing separately in the same individual with corrupt business practice, but the assertion is untrue. We may conceive of strict business integrity unaccompanied by moral worth but the lack of business integrity precludes the possession of well-rounded moral attributes.

The salesman or saleswoman who hopes to make a success of the profession of salesmanship should enter the work with well-defined idea of the right or wrong of business. Sterling character should be the cornerstone of the life structure it is proposed to build, if it is expected to be permanent. Loyalty, truth, honesty, integrity, punctuality, promptness. willingness to serve, patience, industry, perseverance, are among the best materials for rounding out a successful life. Consider your own interests, but while you draw a salary from an employer do not ignore or forget his.

The possession of sterling character, with a sane mind in a sound body, a willingness to learn and to work, are the essentials to success in salesmanship. Never was there such a demand for workers in the field and never were the opportunities greater than now. The salesman can in the ordinary exercise of his profession acquire a competence, for the recompense for good salesmanship is higher than that for most lines of activity. If he have gift for greater things, if he by industry and will can compel circumstances and shape destiny for himself, the field of his operation is limitless and his possibilities beyond

Where achievement of object is regulated by the virtues which pertain to true character, then and then only is attainment a synonym for real success. From the beginning of time men have worked out their plans in divers ways, and unthinkingly we have often labeled achievement of object as success. Achievement of object does require very many of real success. To achieve one may

study and plan, devote years of toil presented for payment until the folthat it may be a pseudo-success.

Which do you desire, brother you have that essential of sterling had drawn on it. character upon which to base your actions and regulate your lives, you will make but one reply-you will prefer the career crowned with unsullied honor to any substitute.

It is not impossible to introduce the ideal into salesmanship. Our every day work need not be only sordid and we need not always bend our eyes on the muck-rake. To improve John Bunyan's picture we may say that not only in the next but in this world is there a plenty to fill the mind and satisfy the heart.

Crooked Business Never Ends in Good to Anybody.

"The story you have just told me about the habit of many business men swapping checks' when they themselves in a tight corner," said a retired merchant the other day, "reminds me anew of that peculiar practice and the fate of a man I once

"He was a manufacturer, and had embarked in business on a small capi-There were only two banks in the town, and when things began to go wrong with his business he opened an account in both of them. He had a well-to-do brother who endorsed his 'paper,' and he had fairly good credit himself. Unknown to these banks, however, he was a heavy borrower from banks out of town.

"In smaller cities and villages there is, of course, nothing like clearinghouses. Where there is more than one bank checks are exchanged at a given hour, usually about 2 o'clock in the afternoon, the banks generally closing at 3 or 4 o'clock. This, at any rate, was the custom of the banks in the town in which I formerly lived. Well, the man I speak of, when he found himself in deep water, began 'playing' one of the local banks against the other. He would watch when the clerks of the two banks an order for some goods. made their exchange of checks, and then he would slip into one of them, draw a check on the other and deposit it to his credit-knowing full well that the check would not be ed back: "Can't wait so long."

and energy, unremitting industry and lowing day, and then would turn never-wearying patience, and the end around and buy a draft on New York sought may be attained, but for all City for the same amount as his check and skip over to the other bank and put the draft to his credit there salesman and sister saleswoman? If in order to meet the check that he

> "These drafts cost him, each time, one-eighth of I per cent. commission -or \$1.25 for every \$1,000. This meant that it cost him at the rate of about \$375 a year for 'shinning' in order to borrow \$1,000. This man, however, was a large borrower of money wherever he could get it, and he was practicing this game wherever it would work. Of course, no ordinary business could stand such a tremendous drain very long.

"The fact did not come out until some time later, but this man, in order to keep his head above water, finally resorted to forging his brother's endorsement on his paper. For four or five years the banks accepted this paper without hesitancy, and then by some accident the forged character of the endorsement came to light. It resulted in the financial ruin of the brother, as well as of the forger, and the latter went to State's prison, where he served a sentence of several years. He is still living, but his wife and children have deserted him, and the last I heard of him he was trying to get an \$800 Government

"My boy," the gray-haired merchant went on to say, "never 'kite' checks or try to do business except in a straightforward way. If you can not meet an obligation appeal frankly to your creditors or to friends for help, and if you can not secure this take your medicine and go to the wall. You will at least save your reputation for honesty and square dealing; and this you will find to be of vast benefit in trying once more to get on your feet. Crooked business never ends in good to anybody."

In a Hurry.

A merchant in Cadillac telegraphed

The wholesaler answered by wire: "Can't send goods until we get the money."

Immediately the retailer telegraph-



Torpedo Ready Roofing

Trade Mark Registered

Does not require painting-is fire resisting-needs no repairing-endures the severest conditions, heat, smoke, gases, etc. Used on residences, factories, and all kinds of buildings. Write for prices, samples and testimenials.

Durability and Quality Guaranteed

H. M. REYNOLDS ROOFING CO. GRAND RAPIDS, MICH.

Established 1868.

Incorporated 1901.

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

PACKERS ALARMED.

Radical Action by Pure Food Commissioners Feared.

A week ago three strangers, believed to be Americans, came to Igorrote across the river. Center and put up at the Barker House. Who they were or whence they came was a mystery until last that they were Pure Food Commisestablishments.

On being seen by a Freeman reted that the trio were in the Governaffirm nor deny that they were here packing plants.

of a big scandal that would probably follow on official probing into the the paw, or 7 cents dressed. practices of the big meat canning concerns, as it is a matter of common information here that all these establishments have been substituting.

Since Morris Nelson came here began putting up his "Kennel Club" brand of Pup Cutlets, in pound tins, convenient form, ready to serve. A | hotels sometimes serve Belgian Hare in Igorrote Center. Mr. Hop Dreem, There can be no doubt that in the extensive works near the stockyards. Mr. Billi B'dam, our enterprising na-

tive merchant, put in a three-story plant near the center of the city, and a newly-formed stock company has lately commenced operations at Whelpdale, our beautiful suburb

An inevitable result of the enormous operations of these four plants has been to consume most of the night, when word was passed about available supply. The stockyards records have shown a continual desioners sent here by Governor Wright crease in receipts of live dogs. Durto inspect our extensive meat-packing ing the past season much of the stock has been imported from other islands of the Archipelago, and foreign night a secret meeting of the packers porter, one of the gentlemen admit- agents of the packers have lately been at work making contracts with the ment employ, but he would neither poundmasters of the large cities of Australia, Mexico, Japan and the to investigate the methods of the United States. Prices have advanced materially, having more than doubled For some time there has been talk in less than a year. The prevailing Hare. This, of course, will seriousprice is now 41/2 cents a pound on

packers to seek a cheaper substitute, and this was offered when the Belgian Hare craze struck these islands a year ago. These animals can be from the States two years ago and raised at little cost, and the flesh, when properly prepared, has the fine flavor and succulence of young dog. there has been a rapid growth in the It is currently reported and generally demand for meats prepared in this believed that some of our first-class number of capitalists invested in sim- instead of the genuine meats called ilar plants, and the canning indus- for by the menu, and that the guests try became one of the most important have not detected the difference. representing Chinese interests, built hands of a competent chef the substitute can be made into a very fair semblance of the real article.

At first the packers only used this cheaper product in their deviled goods, such as potted pug and premasticated mastiff. Lately, however, it is said that little real dog meat is to be had in tins. News of the substitution reached the Government authorities at Manila, and the packers have been apprehensive of an official investigation and the appointment of inspectors to put a stop to their prac-

The presence of three strangers here added to their alarm, and last was held at the Export Club to consider plans for their protection.

It is more than probable that a Government order will be issued compelling the packing houses to plainly label every can containing Belgian ly affect the sales, as the people have been accustomed to the genuine dog These conditions have impelled the for centuries and will be slow to accept anything "just as good," if the label indicates that some other meat product is being offered them. It is said that at last night's meeting, Mr. Hop Dreem, of the Chinese-American Canneries, suggested the formation of a meat trust, followed by an aggressive advertising campaign to educate the people. He thought that a special brand to be called "Near-Dog" or "Puppoline" could be advertised so for her. convincingly that the public would soon demand it in preference to the meat of their fathers-or, to be exact, the meat of their fathers' dogs.

of utmost importance to Igorrote Center, and any legitimate means by which it can be maintained and extended should receive popular support.-Filipino Freeman.

Recent Business Changes in the Hoosier State.

Indianapolis-The Novelty Neckwear Co., manufacturer of neckwear. has re-incorporated under the same

Indianapolis-Edgar Stewart, retail grocer, has discontinued business.

Saratoga-The department store formerly conducted by Bailey & Warren is to be conducted in the future by E. Bailey.

Tell City-Rudolph Fisher, grocer, is to be succeeded by J. Lipp.

Andrews--A receiver has been anpointed for Pavey, Knipple & Beech-

Elbregg, Indianapolis-Geo. W. dealer in dry goods and notions, has been placed in the hands of a re-

Too Scientific.

Boarder-Why did Mrs. First Hasher request Mr. Hallrume to

Second Boarder-I understand that his conversation was too scientific

First Boarder-What do you mean? Second Boarder-Well, for instance, to-day just as the turkey was brought on he began to explain that It is to be hoped that this plan will some birds are known to live to an The canning industry is age of 200 or more years.

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. Resultdead 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

ence to a former Michigan merchant:

The grocery store at 3201 South Main street, which has been conducted for the past five months by a man who was known to his customers and the Los Angeles wholesalers as "C. Beach," was yesterday placed in the hands of a representative of Eastern creditors and yesterday afternoon the Los Angeles wholesalers were trying to protect themselves were trying to protect themselves from loss, while "Beach" himself was hiking for the tall timber.

Back of all this financial trouble is

a tale of a woman scorned a wife deserted and a home broken up, with the sudden flight of a Michigan mer-chant to California, accompanied, it is alleged, by a temptress, with whom he has lived here.

he has lived here.

Charles C. Darling is the real name of the grocer, and a little over a year ago he was in the grocery business at Sparta, Mich., where he had a large trade and was doing well financially. He had a wife and to all appearances a happy home.

But Darling suddenly skipped from Sparta, followed by the woman who had stepped in between him and his wife.

wife.

Involuntary bankruptcy proceedings were instituted by the Michigan creditors, and C. H. Jackson was appointed the trustee for the creditors by the United States District Court at Grand Rapids. His attorney was Will E. Ryan, who is now in Los Angeles, looking after the interests of the Michigan creditors.

The business at Sparta was closed up, and about 50 cents on the dollar

of the Michigan creditors.

The business at Sparta was closed up, and about 50 cents on the dollar was realized. It was known or believed that Darling had left with probably \$4,000 in cash, and the Michigan creditors were anxieus to get their hands on this money.

Attorney Ryan set about a systematic search throughout the cities of the West, where he had reason to believe Darling had gone; and a few days ago, through the efforts of the Los Angeles police department, it became known to the Michigan people that "C. Beach." of Los Angeles, was in reality Charles C. Darling, the nissing Sparta merchant. It seems that the deserted wife heard this interesting news before it reached the ears of the man's Eastern creditors, and she decided to take prompt action. Accompanied by her sister, a Mrs. Edith McCall, she at once came on to this city, and

she at once came on to this city, and Mrs. McCall visited Beach at his

What she said is not known, but the result was that the woman with whom Beach had been living disap-peared, and day before yesterday Beach turned over to Mrs. McCall the contents of his store and also vanished.

In the meantime Attorney Ryan had arrived from Michigan, armed with an order from the United States District Court authorizing him to levy on any property of Darling's that he might find. In the face of this order Beach's transfer of his stock of goods to his relative would not hold, and yesterday morning Ryan took possession of the store, placed a salesman in charge, and posted a notice as to the situation.

It appears that Beach had unpaid accounts with the Los Angeles wholesalers to the amount of about \$500 and the idea of Michigan people stepping in and seizing goods for which they had not been paid did not go with the Los Angeles wholesalers.

There were conferences yesterday between Mr. Ryan and Messrs. Dunning & Perkins, representing the Los Angeles wholesalers. Mr. Ryan claimed that at least \$1,800 was due the Michigan creditors out of the Beach property, as he had used Mich-

Charles C. Darling Apprehended in Los Angeles.

The Los Angeles, Cali., Times of Nov. 19 contains the following referunderstood this matter will be set-tled this morning.

Darling first came to Los Angeles in November of last year, and his first business venture here was in the grocery line on San Pedro street, the establishment being carried on under the name of Beach & Jenison. This store was sold out last June and then Beach started up for himself at the South Main street locations.

and then Beach started up for himself at the South Main street location, investing about \$1,800.

He lived in rooms at the back of the store and had with him his woman "housekeeper." He is said to have been an excellent business man and to have acquired a good trade. Yesterday the Main street store was filled with customers, and the trustee decided it would be unwise to close the doors.

Both Mrs. Darling and her sister, Mrs. McCall, have sought seclusion in the city while awaiting the outcome of legal entanglements. There appears little chance for the injured wife to recover anything out of the business.

Recent Trade Changes in the Buckeye State.

Axline-Reams & White succeed W. A. Cherry in the meat business.

Bristol-Barkurst & Torbert, grocers, succeed W. H. Hardesty.

Cambridge-J. E. Addison & Co., wholesalers of notions, are to be succeeded by the J. E. Addison Manufacturing Co.

Cincinnati-Brandstetter & McCormack have sold their grocery stock.

Dayton-Joseph Boyd, wholesale dealer in soaps and patent medicines, has discontinued busines

Dayton-The Krebbiel Medical Co., manufacturer of patent medicines, has discontinued business.

Dayton-The Luxury Fruit Co., grocer, has gone out of business.

Dayton-The cigar factory formerly conducted by Muldoon & Harshman is to continue under the management of Mr. Harshman.

Dayton-John Wilhelm succeeds Riley & Wilhelm in the cigar and confectionery business.

Dayton-Herman Grimme continues the grocery and meat business formerly conducted by Martin G.

McConnellsville-The dry goods business formerly conducted by D. Clancy & Co. is to continue under the style of H. H. Brewster.

Mechanicsburg-S. J. Wolf & Co. to be succeeded by Hanley & Maddox, who will carry a line of dry goods, etc.

Reinersville-W. P. Smith has sold his stock of groceries.

Vinton-S. L. Perkins, dealer in implements, hardware, etc., is succeeded by Perkins & McCarley.

Zanesville-A. E. Lampton is to continue the grocery business of Mc-Donald & Finney.

Delphos-E. W. Truax has filed a petition in bankruptcy in behalf of Truax Bros., grocers.

No Wonder.

"It looks as if the people were getting on to us at last," said the crook-ed politician. "What will we do?"

"Time, I'm afraid," replied the

Profit Sharing for a Treat.

Down Boston way a well known retail furnishing goods store has introduced a decidedly novel system of refunding money to purchasers. A few days ago this New England enterprise announced that in honor of its sixteenth anniversary a departure from conventional methods would be made. The annual date was duly observed by offering something for nothing in every department. In other words, "extra special" bargains were available at every counter.

On the morrow this proclamation was published:

"Lucky day was yesterday. All persons having made purchases in our store on Nov. -, upon presentation of their sale slips, will receive back ply.

in cash every cent spent here on that day. Present them at cashier's desk; the treat is on us; this is our birthday gift to you."

Can "down east" be eclipsed?

Diogenes Up to Date.

An eccentric old gentleman placed in a field on his estate a board with the following generous offer painted

"I will give this field to any man who is contented."

He soon had an applicant.

"Well, my man, are you a contented fellow?" asked the old gentleman.

'Yes, sir, very."

"Then why do you want my field?" The applicant did not wait to re-

ur Leaders

Fine Chocolates

Full Cream Caramels

Cream Mixtures

Hand-made Bon Bons

Hard Boiled Goods, All Kinds Genuine Everton Taffies

Marsh-Mallow Goods S. B. & A. Kisses

Nuts, Figs and Dates

STRAUB BROS. & AMIOTTE

Traverse City, Mich.

Hanselman's Menthol Cough Drops

Are the ones that will be called for during the cold weather, and the wise merchant will get a good stock on hand to supply the demand. Send us your order or ask our traveling men about them.

HANSELMAN CANDY CO., Kalamazoo, Mich.

ESTABLISHED 1872.

Jennings' Flavoring Extracts

Terpeneless Lemon Mexican Vanilla

The Jennings' Extracts have stood the investigation of eminent chemists, also the Supreme Court, and now stand unimpeached. Quality and purity guaranteed.

Jennings Flavoring Extract Co.

Grand Rapids, Mich.

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



Some Knotty Questions Connected With Poultry Raising.

I have been in the market poultry I have been in the market poultry business for the past ten years, and as certain changes are being made in the plant of which I am now manager—changes that do not coincide with my views—I am thinking of resigning my position and starting into the poultry fattening (stall feeding) business. But before going into this venture would like to have your views on several questions.

Would it be profitable to locate near New York City, and depend on buying the birds to be fattened from the commission merchants there?

Is the fattening business a business practiced only part of the year or could it be profitably conducted as an all the year round business?

Could a man start by buying 1,000 birds each week in the markets there, then fatten each lot three weeks, and

then fatten each lot three weeks, and dress off neatly by an expert, and in this way market an average of 1.000 birds per week, and carry only 3,000 on hand continuously?

A man could buy in the New York markets live birds at from ten to twelve cents per pound, and by fattening three weeks, could he not make the bird gain one pound in weight? Then allowing one-half pound shrinkage for dressing, could he not make the dressed bird weigh one-half pound more than the live weight of the bird more than the live weight of the bird when bought?

more than the live weight of the bird when bought?

Now, I buy 1,000 birds, live weight, averaging, say, three and one-half pounds each, or 3,500 pounds, at twelve cents a pound, or \$420 for the 1,000 birds; then, by fattening, make them dress off four pounds each or 4,000 pounds, which at eighteen cents a pound (a fair price) would bring me in \$720, which would leave the difference between \$720, that I sold for, and \$420 that I originally paid for them, or \$300 difference, out of which must come all expenses of fattening and dressing. These expenses certainly should not amount to over \$200 for the three or four weeks' fattening, and allowing that expenses would be as high as this it would leave me \$100 net profit.

Now, Mr. Editor, allowing that these figures could be twisted "every sich way," am I chasing a rainbow in thinking that I can make a net profit of ten cents per bird on every bird I fatten? If so will you please show me where I am wrong?

I have \$5,000 to back me in this if I think I can see my way clear to a fair profit, and any help you can or

I have \$5,000 to back me in this II I think I can see my way clear to a fair profit, and any help you can or will give me will be appreciated. I feel that my ten years' experience in feeding poultry is ample to make a business of this kind pay, and I feel this part of the business is a more sure way, and with less chances for loss than the growing of the birds.

A. A.

I don't think this correspondent is chasing a rainbow in thinking he can make 10 cents per bird on 1,000 a week; he is merely fattening birds on paper. A man buying and fattening chickens this way would probably some weeks on some lots make as good a profit as Mr. A. has figured. But there are fifty-two weeks in a year, and in buying 52,000 chickens in the market he would, if he made it a point to buy 1,000 a week, get a good many lots on which he would make little or no profit, and some on which he would lose.

I doubt whether he could take the

ordinary live chickens as they come to market, and after a few weeks' feeding get the best market price for them. He seems to have taken his figures from a late New York market report, to have taken the figure quoted for nearby and Western chickens alive for his buying price and the highest price quoted for fancy large Pennsylvania chickens as his selling price. It is possible that this price might be obtained for a part of his fattened chickens, but it is likely that a considerable part of them would grade lower and sell for several cents a pound less.

I think it would be practically impossible for a buyer to collect thousand chickens a week through the commission houses and get chickens that would give him uniform results. To go into the market for that number of live chickens of 31/2 pounds weight every week might invite an advance in the price of live chickens of that weight. An advance of a cent a pound would mean \$35 on a thousand 31/2 pound chickens. Chickens coming from here, there and everywhere would not give uniform results. Some might grow and fatten well. Some would put on flesh slowly and require twice as long as estimated to make the gain required. Some would make no gain in weight and quality at all. Occasionally some sick birds would be bought and some contagious disease going through the flock would cause heavy losses. Because many chickens after having been moved to a different climate and to different conditions and feeding go out of condition, "get distemper" and take from several weeks to as many months to begin growing right again, there would probably be a large percentage of the chickens bought each week that would take much more than three weeks to make the required advance in weight, while many of them might have to be sold for less than was paid for them; for chickens that grow this way rarely make poultry that will pass for fancy.

There are a good many things to consider as likely to cut down the estimate of profit given in the above letter. The business could hardly be an all year round business, because chickens suitable for fattening could not be bought in the market the year round. Just how much of the year live chickens can be bought at prices that would make it pay to fat and dress them, I would not say without investigating the subject more closely than I can at present, but I do not think it would be much over half

Still, while I can point out a good many things that would cut down the estimated profit of 10 cents per chicken, I see no reason why a skillful fattener and handler, who is also a judicious seller, and in general a good business man, should not make a very good thing out of the buying and fattening of chickens, buying We are distributors for all kinds of FRUIT PACKAGES in large or them not in stated numbers at regular intervals, but as he could buy chickens suitable for his purpose, and selling when ready.

If buying in the open market I Bell Main 2270

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 Hndre, 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

Shippers of Fresh

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

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.

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.

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

small quantities.

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich. Citizens 1881 think he would find the most profit in buying the best live chickens offered-chickens that would dress off well, but chickens that were good in frame and poor in flesh, although good healthy chickens. With such stock he has a chance to put on more weight, and although he might not be able to sell them as fancy, he should be able to buy them at a few cents less than the best market price for live chickens and to sell at a good

I doubt whether a special fattening business of this kind could be handled to good advantage as a specialty or as the sole business of the proprietor. I feel very sure that only the exceptional man, one in ten thousand, could start it on a large scale and run it to pay from the outset. To buy chickens through commission houses one should be in constant touch with the markets and in a position to buy whenever a good trade

Thus if at any time the market is over-stocked it is possible for one who is on the ground and ready to buy and take care of the chickens to buy low in expectation of feeding for fattening or improvement and selling on a more favorable market. That means that the poultryman doing this is doing a business which insofar as his buying and selling are concerned ren. is rather speculative.

At Rudd's Orocco Farm at South Natick, Mass., they do something in this way with hens, buying live hens when they are a drug on the market, and cheap; colonizing them over their large farm, using them as layers for awhile and selling either alive or dressed when the market is favorable. In this case I understand that there is no regular system, and no effort to keep that part of the business running regularly. The equipment consists of a lot of cheap colony houses. When Mr. Rudd gets a chance to buy a promising lot of hens cheap he buys and sends out to the farm. Such as lay well are used for layers as long as they are profitable for that purpose, then marketed; others are marketed according to their condition or the market demands. As the houses are emptied they are allowed to remain so until another good opportunity to buy is presented.

The best way for a man situated as Mr. A. is, and not quite sure of either the business or himself, to do is to try it on a small scale first, buying a hundred or two a week. I most assuredly would advise doing it in connection with other branches of poultry keeping at first. If developments of the fattening branch of the business warranted making it exclusive that could be worked out gradually. If I were going to try fattening, though, I think I would go to a section where chickens suitable for my purpose were produced in large quantities, rather than locate near an Eastern market, and take the chickens shipped there alive.-Farm-Poultry.

riage a dizzy dream.

Blind Grocer's Clerk.

The stuff heroes are made of is never more clearly illustrated than in the case of men who, without the excitement of battle, calmly prepare to meet inevitable misfortune. When John E. Borden, of Jobstown, N. J., realized that blindness was to be his fate he was a young man clerking in a grocery store. A wealthy sister offered aid that his burden might be lightened, but he would have none of it. Deciding that in no other place could he find so much freedom and consequent enjoyment as amid surroundings with which he was already familiar, he began impressing them on his mind as his sight continued to fail. Developing the senses of touch and hearing to a remarkable degree. he continued to care for the horses and open and close the store. Likewise, he continued to drive about the country soliciting orders, and never forgot how to put up orders as accurately as a person possessing full sight. He quotes prices on all kinds of machines, explains their mechanism, and conducts patrons through the warehouse as though he were laboring under no disadvantages, and because of his determination not to give up to his affliction gets much more out of life than many of his more fortunate but less brave breth-

If You Are Well Bred

You will be kind.

You will try and make others happy.

You will not be shy or self-conscious.

You will never indulge in ill-natured gossip

You will never forget the respect due to age.

You will not swagger or boast of your achievements.

You will think of others before you think of yourself.

You will not measure your civility by people's bank accounts. You will be scrupulous in your re-

gard for the rights of others. You will not forget engagements.

promises or obligations of any kind. In conversation you will not be argumentative or contradictory.

You will never make fun of the peculiarities or idiosyncrasies

You will not bore people by constantly talking of yourself and your

You will never under any circumstances cause another pain if you can help it.

You will not think that "good intentions" compensate for rude or

You can not get ahead of the thrifty Yankee farmer. The New England Grocer tells a good story of a Maine farmer that secured the aid of many birds to keep his large cabbage patch free from worms. All he had to pay for the work was a few cracker crumbs in the spring.

The man who tries to side-step des-Love is an intoxicant-and mar- tiny too often finds himself up against a still harder game.

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. can supply you.

WASHINGTON BUTTER AND EGG CO.

GRAND RAPIDS, MICH.

For fifteen years I have worked to build up a

Good Michigan Cheese

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

Fred M. Warner, Farmington, Mich.

Butter

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

E. F. DUDLEY, Owosso, Mich.



Special Features of the Grocery and Produce Trade.

Special Correspondence

New York, Nov. 26-The big stores even now are thronged with holiday visitors and one of the best seasons is expected that we have ever seen. Prices on almost everything are well sustained, and where marked reductions occur it is because the stocks of heavy winter goods are too large and must be moved, no matter at what sacrifice

Business in spot coffee has been rather quiet as compared to some previous weeks. Sales were generally of rather limited quantities and buyers seem to be pretty well stocked up. Quotations, as a rule, are quite firmly maintained, with Rio No.7 83/8 @81/2c. In store and afloat there are 4,048,838 bags, against 2,916,843 bags at the same time last year. Firmness characterizes the situation in the market for West India coffee, and with the small indicated crops the situation seems to be in favor of the seller. Good Cucutas are worth 91/2c and good average Bogotas 11c. East Indias are firm and about unchanged.

There has been a pretty good call for sugars on outstanding contracts and not much new business. The market moves in an even sort of way and no changes of importance thirds, 21@23c. are looked for.

Sales of teas are generally of small lots. Buyers, however, are watching the course of events pretty closely and will take advantage of any slight seeming advantage. Formosas and Pingsueys are seemingly most in demand. Some line business has been transacted this week, but there is still room for improvement.

The rice market has been mighty quiet here for some time. Prices are low and it is hard to see where anybody reaps a profit commensurate with the cost of doing business. Luckily, the situation at the South is not so bad, and quotations are well sustained. It is hoped the "light will shine" this way before the close of the year, although it is not very much of a time for rice.

At the moment trade in spices rather quiet, although it might be more so. Prices are very firmly maintained; there is no undue accumulation and the outlook favors the seller.

There is a steady demand here for grocery grades of New Orleans molasses and prices are very firmly Dealers are somewhat maintained. behind in making deliveries and some complaint is heard on this score. Good to prime centrifugal ranges from 19@24c. Syrups are firm, supplies are moderate and the demand good both from the home trade and exporters.

There is, according to jobbers, a good movement in canned goods and strength is developing daily. There is no boom nor is there likely to be, tificates.

but the "deadly monotony" seems to be breaking and holders appear to be quite confident that from now on the course of events will be in their favor. The returns are bound to show a huge pack of corn, and there is very sure to be a low level of prices save for fancy Maine sorts and some others of established reputation. There is a big supply of ordinary grades of peas and holders will have to hustle to work off the surplus.

Dried fruits are in about the same condition as last noted and dealers hope for improvement, whether they believe it will come or not. Raisins. especially, are quiet, and prices seem very low. Currants are well sustained: prunes are quiet, although retailers are having a fair call for the large sizes.

The butter market shows steady improvement as supplies show some falling off. Extra Western creamery, 25@251/2c; seconds to firsts, 18@ 241/2c; imitation creamery, 161/2@20c; Western factory, 14@161/2c; renovated. 16@101/sc.

Receipts of cheese show a decided falling off and this fact, coupled with a pretty good demand, has caused a firm market, although prices are about as quoted last week.

The arrivals of eggs continue light, but quotations had about reached their limit before Thanksgiving, and there has been no further advance. Finest Western, candled and graded. are worth 30c, with a range of 28@ 29c for average; seconds, 26@27c;

The total amount of money in circulation in the United States on the 1st of November was \$2,583,476,661. The quantity seems ample for all the needs of an active business, but it is increasing from year to year. The addition to the volume during the year ending October 31st was \$156,-000,000 and the increase per capita during the period was \$1.39. per capita circulation is now \$31.38.

Chemist Blau, of Augsburg, is the inventor of a new gas, which he demonstrated at the recent meeting of the Society of German Plumbers, where it was a center of attraction. The gas is a fluid from the residuum of petroleum and heavy mineral oils. Herr Blau says his gas may be manufactured extremely cheaply where there is an abundance of petroleum, and that it may be transported from one place to another in cylinders as easily as carbonic acid gas. The Blau gas makes a most brilliant light for street lighting and is exceptionally difficult to explode.

Without money and without price, Konigsburg, Prussia, is giving electrical instruction to all who are employed at the electrical works in that city. The lectures are held two evenings a week from 7:30 to 9:30, and are delivered by some expert engineer of long, practical experience. At the end of each course, which lasts about twelve weeks, examinations are held. Those who succeed in passing these examinations are awarded cer-



Every Stock Owner Uses Stock Food

Think, Mr. Merchant, how many of your customers are stock owners and how naturally their trade would come to you if you handled

Superior Stock Food

which is conceded by all the first-class stockmen in the country to be unequalled in quality. Put up in attractive packages which are easily handled. Let us quote you price.

Superior Stock Food Co., Limited Plainwell, Mich.

POULTRY CRATES



Standard Sizes

For Chickens

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

For Turkeys

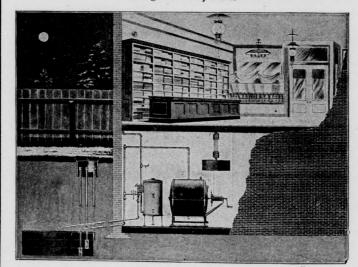
36x24x16, each....\$.65 42x26x16, each.... .75

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.

When Profit's the Game

No merchant can afford to ignore the fact that good light is one of the best things for every store.



The Michigan Gas Machine

Is used by thousands of satisfied merchants and is guaranteed by the manufacturers to be unequalled in producing a pure white light.

Michigan Gas Machine Co.

Morenci, Michigan

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



Observations of a Gotham Egg Man.

The production of eggs seems to continue at low ebb and holders of refrigerator goods are having a much better outlet than seemed probable earlier in the season. I give below a table of egg receipts at New York, Chicago, Boston and Philadelphia from November 1 to November 20, comparing this year with last:

	1904.	1903.
New York	85,968	100,546
Chicago	54,014	62,339
Boston	32,196	40,668
Philadelphia	30,588	53,483

The reduction at Philadelphia has really been less than indicated by the above figures (for reasons previously explained), but there is never-theless a substantial shrinkage, tak-

ing the four markets together.

Totals202,766 257,036

It is evident that the late fall production of eggs is much smaller than usual in spite of the general reports of an increase in the number of laying poultry, and there is now no prospect of any material increase in supplies of fresh until the 1904 pullets begin to do business. The date when increase of production may be expected is very uncertain, depending largely upon weather conditions, but we are due to get larger supplies of fresh from southerly sections some time during December if the normal propensity of the poultry is not restrained by bad weather.

In the meantime the stock of refrigerator eggs is being drawn upon freely and there is now a very good prospect that the quantity of reserve stock to be carried into January will be much less excessive than seemed probable earlier in the season.

At the same time the stock of refrigerator eggs to be moved is still very large for the season and it may be supposed that the rate of output has lately been at the maximum; there is little probability that receipts of current collections will fall to any lower point than of late, while the consumptive demand generally decreases after Thanksgiving owing to the poorer quality of stock in circulation. There are now supposed to be about 800,000 cases of refrigerator eggs left in Chicago, New York, Boston and Philadelphia, against about 480,000 cases held at these points at the same time last year, and even if the present rate of reduction should be continued right up to the end of the year (which is not probable) there would still be a pretty liberal stock left to carry into 1905.

I notice that holders who have many refrigerator eggs to sell are generally of opinion that continuous liberal sales are necessary in order to work stock down to a reasonably comfortable basis by the end of the made the catalogue houses. The year, and there are free sellers at about present going prices. There is the retail dealer ought to secure simunusual complaint of the quality of lar results.

stock generally offered; whether this is because the goods are really poorer than usual or because the great scarcity of fresh compels dealers to use held stock more generally and makes them more particular than usual, it is hard to say. At all events, there is more than the usual dissatisfaction with general offerings and holders who have exceptionally fancy goods are able to get more than the usual premium for such, above the ruling price of average prime lines. There is a very free offering of good average qualities on the basis of about 21c delivered here, while pet brands, showing light loss, careful grading, and not too much shrinkage, are salable at 211/2@22c and the latter qualities are the most easily moved.

I have noticed particularly this fall that the difference in value between extremely close selections of stored eggs, and those that are not well graded, is much greater at this season, after six months' holding, than in the spring when the goods are being put away. There are exceptional marks of very closely graded refrigerator eggs that have lately been salable at least 2c a dozen above the general price of average prime qualities, and I feel sure that it did not cost more than Ic extra last April to make this close selection. This is a matter worth bearing in mind next spring.-N. Y. Produce Review.

Meritorious Plodding.

Nature has not distributed her gifts equally among all mankind, hence there is not the same genius for affairs visible in all men. Some are as meteors-up with a flash, speeding across the sky in a lurid glow, and, alas, too often like stellar meteors, leaving only a trail of insignificant sparks behind them. The meteor was only gaseous matter. Often that is the chief element of the young man whose rise is apparently rapid and

Within a few weeks one of this character was disclosed in the West when his creditors discovered that his immense grain business was sustained by forged bills of lading aggregating nearly a million dollars. Previous to that the banks were clamoring to do business for him.

The plodder, on the other hand, always has a future, and seldom a past that he must perforce shield from publicity. His way is the patient, straightforward course, but he usually lands at a permanent destination. He is thorough and accurate and the longer he plods the more valuable an asset he becomes, granting, of course, he has integrity, industry and perseverance, without which no success is enduring. Therefore no young man should envy the rapid advancement and sudden achievements of his fellows. They should be merely the incentive to greater effort.

It is the intelligent, alert, persistent effort to please the people, to give them what they want, that has same sort of effort on the part of

Buyers and Shippers of

OTATOES

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,

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



anted

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

vsters

CAN OR BULK

See our quotations in Grocery Price Current on page 45

DETTENTHALER MARKET, Grand Rapids, Mich.

FOOTE **JENKS**

MAKERS OF PURE VANILLA EXTRACTS AND OF THE GENUINE, ORIGINAL, SOLUBLE,

TERPENELESS EXTRACT OF LEMON Sold only in bottles bearing our address FOOTE & JENKS'



Foote & Jenks JACKSON, MICH.



BUSINESS CORRESPONDENT One of the Rest Positions in a Mercantile House.

It can be said of nearly every man who has risen to a high executive position he writes an excellent letter. This means more than one realizes on first thought.

It may remind many of the old grammar sentences over which they pondered long and wearily: "His writing the letter so neatly secured him the position."

To-day it is not so much a matter of writing the letter neatly, however, as typewriters have settled this point, but it is putting so much of one's individuality into a letter that, like the scientific salesman, a favorable impression is made and the recipient is induced to buy or to consider the proposition.

So much business is being done by mail-over a million dollars a day is paid into the postoffice for money orders-that there has risen a great demand for the man with ability in this line, and the correspondent is now one of the best paid employes, his peculiar line of business being recognized as a profession in itself.

When one considers the vast amount of advertising done, realizes that the cleverest advertisement can only bring enquiries, and that business which is to accrue depends upon letters, the necessity of a clever letter writer at the helm will be un-

The advertisement can only bring the customer into the shop, so to speak, while the letter writer is the salesman who lands the business. It is estimated that 85 per cent, of the enquiries resulting from advertisements bring no returns.

Enormous profits must be made in order to cover this loss in postage. stationery, etc., and to realize a profit.

A few years ago the mail order business was confined to a few houses; to-day no line of business can be mentioned which is not dependent to a greater or less extent upon letters.

The mail order business, strictly speaking, means only that a concern issues a catalogue from which out of town customers order desired articles, and the success of the business depends largely upon the way in which these orders are filled. But to build up a business by correspondence is an entirely different thing and requires a different line of talent. One is merely exactness, prompt attention, correct billing, etc.; the other is persuasion by letter, which demands qualities of a varied character, an understanding of human nature, a facile pen, a ready appreciation of existing conditions, and a lawyer's keenness in seeing the vulnerable point for attack.

Architects to-day submit plans and specifications by mail. Real estate firms sell land by mail. Investment companies secure investors by mail. Insurance companies write policies by mail. Schools teach every known subject under the sun by mail.

Every line of business operated today employs one or more competent

correspondents, who are in the condence of the firm and draw salaries that rank them well up among the best paid employes. A competent correspondent is in a fair way to advance into the most confidential relations with his firm and to be advanced to the highest positions in the con-

The ability to write a good letter is stock in trade on which any man may well put a high valuation.

Distinction, however, must be made between a well written letter from a standpoint of correct English and of business pulling capacity. Many a college man in command of perfect English could not handle a large correspondence as successfully as a business man who has a heart interest in the matter.

Three elements must enter in: A correct handling of the English language, perfect understanding of the business at hand, and a practical knowledge of human nature. Also the correspondent must use system.

A correspondent writing a letter that solicits business knows he must open in a way to attract immediate attention. He knows that every business house in the world receives letters in every mail soliciting business. These letters, nine times in ten, are merely glanced at and thrown into the waste basket. He hopes to secure a reading at least, and to do so he must open his letter so cleverly as at first to disguise the fact that it is merely a soliciting letter, and then pass on to the business at hand in so individual a style as to interest the recipient and impress the writer upon

In this way alone can he hope to secure a new patron by mail. In dealing with old patrons he must know just to what extent familiarity may go and not become distasteful. He must distinguish between the "bosom friend" attitude and that of cordial business relationship. At the same time he must not write in a coldly formal manner. Each patron must be met according to his individual disposition, as manifested in his letter, just as the skillful salesman comes to know his regular customers and meets the wants of each in an individual, tactful way.

A professional correspondent has a regular system in conducting a large correspondence. He has, in the first place, his follow up letters carefully prepared, each one the result of thought and painstaking pruning. No literary worker gives more attention to the small details of his composition than a correspondent gives to each of his letters.

He arranges the whole system with geometrical exactness as to its component parts, a certain proportion, proposition; and a certain proportion, argument, varying with each letter from first to last. These letters are written and rewritten, pruned and repruned, until the correspondent is satisfied they contain strong arguments arranged in order to be most impressive.

Then he makes notes on different points or objections that arise or are

these points in paragraphs couched in to promote. the cleverest and most convincing language. These paragraphs are numbered and kept for ready reference. When an enquiry comes in that is already answered in the "stock book" the correspondent has only to refer the stenographer to the prepared paragraph and add the individualizing touch. In this way the correspondent who handles 200 and 300 letters a day can do so with perfect satisfaction to each patron, never hurrying a letter, never omitting an important point, and at the same time not overtaxing himself.

A great many letters require individual attention, and it is that the correspondent may handle these in the most satisfactory manner that he should have his stock book ready to handle all ordinary cases. It is great drain to dictate a large number of letters, and the human brain will lag, the right words refuse to come, if all the helps possible are not re-

A commercial correspondent has one of the best positions in a business house, but, strange to say, people in general hardly realize the existence of such a position, nor do they class him with the usual employes-salesmen, book-keepers, clerks, etc. The position is there, however, awaiting the brains of those who have a love for writing, aptness for pleasing phraseology, an understanding of human nature, and a readiness to acquire intimate acquaintance with the

likely to do so, and answers each of line of business which they undertake

Free Things Come High.

He-They may advertise it as free bazaar, but I'll bet you'll find it expensive before you're through

She-Nonsense! How can a thing be expensive if it's free?

He-Easy enough. Just get mixed up in a free fight, for instance, and

Because a man is chicken-hearted is no reason that he deserves to be catalogued as a bird.

If the gallows claimed its own the whole world would be busy making



We get cash out of your goods

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

NEW IDEA SALE

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



System

In your store

Money

in your pocket,

But you do not have a perfect system until

McCaskey Account Register

It is a practical method of handling sales slips, in a register that is mechanically correct, and shows every detail of the transaction: Date, Customer's Name and Address, the Clerk who sold the goods, the Amount of Previous Balance, the Items comprising Present Purchase and amount of same, and the Grand Total, all Posted and ready for settlement at any minute—and all done
WITH ONLY ONE WRITING

Remember, Mr. Merchant, when you see it on a McCaskey, you're sure of it. You see it all. They are sold on a guarantee. New Catalogue just out.

> The McCaskey Register Company Alliance, Ohio

FUNNY STRAIN.

The Craze To Obtain Something For Nothing.

I had a great run-in the other day with an aunt of mine over the logic of premiums.

She is a great old girl, Aunt Hannah is. She has a thirst for premiums that will last her until she is dead. She would walk a mile for a trading stamp any time and then walk back.

Aunt Hannah stayed at my house three days, and we have not got quite rested yet. She comes from Hartford, Conn., and is one of these dear old females who "takes right hold" wherever she goes

Aunt Hannah is a Larkin soap disciple and has been for years. Do not blame that to me, boys; I had nothing to do with it. If some one of you fellows had only had enterprise enough to offer a reward for the dead body of anybody who used Larkin's soaps I might have been able to do something.

Well, one night after Aunt Hannah had run my wife forty miles through the stores in search of a sort of coffee pot she had seen in Philadelphia when she was here eight years ago, I opened on her about the Larkin premium scheme.

I purposely tackled her at a time when I supposed she would be played out, because I thought I might have a better chance to get in a word.

"How long have you been buying these Larkin soaps, Aunt Hannah?" Lasked

"'Bout fourteen years," she said. "How many boxes have you used?" "Oh, I dunno, I s'pose mebbe twenty," she answered.

"What have you had in the way of

premiums?"

"Oh, I couldn't begin to think of 'em all," she replied, "a desk and a chair, and a carryin' case for suits, and I don't know what all."

"Premiums all right?" I queried. "Elegant!" she said, with some as-

"Soap all right, too?" I asked. "Good's I ever used," she replied.

"Do you buy any soap at the grocery store at all?" I asked.

"Not a bit," she replied, "and ain't for fourteen years, either."

"Well, now see here, Aunt Hannah," I began, with a fine judicial air, "you don't really believe that you don't pay and pay well for those premiums, do you?"

"Of course I don't pay for 'em!" she snapped. "They're a free gift. The soap and stuff's worth the \$10 any day!"

"Do you know how much those Larkin people have made in the last ten years?" I asked.

"No, and I don't care," said the old lady.

"They have made \$1,000,000!" said impressively, "by giving premiums away!"

A sniff was all I got in reply.

"Don't that show you, Aunt Hannah," I continued, "that the Larkins are not giving away the premiums at all? Don't it show you that you are paying a good price for them?"

"No. it don't show me no such thing!" she replied; "if that's where can I go out and buy the lot of soap and perfumery and stuff they give and get a desk thrown in, all for \$10?"

Then she rocked violently to emphasize my discomfiture.

"Probably nowhere," I replied, "for the simple reason that no grocer sells soap as cheap a quality as the Larkin soap. The soap he sells is a better soap and it costs more money. Same way with all the stuff you get for your \$10-it is all cheap and only costs a mere trifle, compared with the goods you would buy at the average store."

"Well, it's good enough for me," said Aunt Hannah, "and if it's good enough for me I should think it would pay grocery dealers to sell such goods."

By gad, I'm inclined to think there might be something in that.

"And then what do you get for your premiums?" I went on. wouldn't think of buying anything like that if you went out to buy them, would you?"

"Of course I would!" she said; "your cousin Samuel has had the desk I got in his room for going on ten years, and it's as good as the

day it came into the house."
"Yes," I replied, "my recollection of my cousin Samuel is that he'd always rather have his leg cut off than write a letter. In the ten years I'll bet he has not used the desk twice!"

"He has!" she retorted, "he uses it all the time! He keeps his collars

"I'll guarantee," I went on, "that if you would go out in the open market and buy thesame quality of soap ket and buy the same quality of soap the same quality of premiums, you could get the lot for a good deal less than \$10. If the Larkin people do not make a big profit, how can they afford to advertise as they do, and put up new buildings every year out there in Buffalo?"

Just then my aunt began to talk to my wife about what Peruna had done for cousin Abbie, and in two seconds I was completely frozen out of the conversation. In a minute I got up and went to bed. thing I heard across the hall before I fell off to sleep was Aunt Hannah suggesting to my wife that she could save money by buying soap from Larkin.

After which I went to sleep, realizing that I had made no deep im-

Ain't it queer-this feeling in all of us that makes us prize what we get-or think we get-for nothing? Aunt Hannah ain't alone-we are all that way. If it was not for that the best premium scheme on earth would not last two seconds. And because of that the cheapest, flimsiest scheme floats like an air-ship and makes its backers rich.

Only last month I was in a grocery store down in West Chester, Pa. The grocer had been to the city to buy goods, and he came back while I was in the store talking to his clerk.

He had a lot of bundles, and one of them was a two-pound can of syrup that he had lugged all over Philadelphia and then home. His wife was in the store when he arrived and he handed it to her and told her to use it the next time she made hot

"Where did you get it?" she asked. "The salesman gave it to me," he said. "The firm that made it had left a case there to be given out as sam-

"Is it any different from the syrup you've now in stock?" she asked.

"Not as I know of," he said, "but I thought I might as well take it

There you have it again. was a man in the business, with syrup to burn, toting a heavy, clumsy can all over Philadelphia just because he got it for nothing! And I'll bet a thousand dollars he would have lost it with greater regret than any of his other packages, too!

Anything that drops in our laps free, or seemingly free, is always worth twice as much as the same thing paid for.

It is a funny strain in human nature, but it is in us all .- Stroller in Grocery World.

Once upon a time there was a man who was so brave that he looked his wife straight in the eyes and told her Send for Catalogue and see what the truth.

The saddest thing about knowing it all is that you can not even give good advice away.

Robes, Blankets and Fur Coats

We carry the most extensive line in the State.

Would be pleased to have you look over our line, or to send list and prices.

Sherwood Hall Co., Ltd. Grand Rapids, Mich.





Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

we offer.

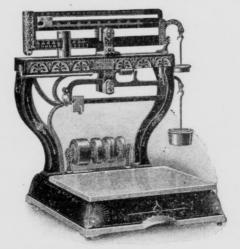
Detroit Rubber Stamp Co. 99 Griswold St. Detroit, Mich.

A Confidence Game Worked

on a leading grocer who was induced to pay more than

\$39.00 for a Computing Scale

when this



can be bought at that price. Every Improvement. Not Sold by the Trust. Write fcr Particulars. Every wholesale grocer sells them.

Standard Computing Scale Co., Ltd.

Detroit, Mich.



and Fashions Noted in Gotham

Every part of the country has blossomed out with the new winter garments and the effect is really good. The styles that the public have affected are generally moderate and sensible and look well. We see very few chopped-off, corset-fitting coats, trousers are cut in good proportion to the coat and the waistcoats are of good shape.

As might have been expected, we see some oddities and novelties here and there, although fewer than usual when styles change so radically. For instance, I saw on Broadway recently an overcoat that I judged was brought over from the other side. While it could hardly be called a freak, it was so different from what we see ordinarily, that I followed it a way and will try to describe it. It in a gray mixture, cut long, fully to the wearer's ankles. It was half-fitted at the waist by means of pleats, but were three seams on each side of the front, beginning at the waist line or a little below and running up to the shoulder seam. There were six more pleats in the back, starting some little distance below the waist and running up to the back of the shoulders. These latter pleats varied in width so as to give the proper shape to the back. A half belt was inserted at back with two buttons. The coat was finished with a black velvet collar, but the ends were not attached to the top of the lapel and were each about half an inch longer than usual, which would allow the collar to lap across the throat when turned up in cold weather. The effect of this overcoat was very neat, although unusual, and if it is seen by one of our swell tailors or manufacturing clothiers it will no doubt, be copied very soon and I believe it to be worthy in every way.

Another overcoat that I saw was cut perfectly straight and without any seam back or side, the garment being hope if any of my readers have the cut from one piece of cloth and only fitted over the shoulders and around This would be very good on a well-built man, as the one was who wore the one I saw.

Not long ago, while noticing some of the autumn displays of shirts in the windows of the haberdashers. I could not help making a memorandum of some of them. And while I shall not undertake to describe the many styles, I will say that there seemed to be but little difference in the proportion of light and dark grounds. As a matter of fact, some of the very handsomest styles were exceedingly dark. What struck me as singular is the fact that some of the supposed-tobe swellest shops still display shirts with the cuffs and bosoms of a differ-

shirt. Of course, they sell them, or they would not continue to make them. I want to ask why they should be worn thus? If the only beauty to the shirt is in the cuffs and bosom, or if the body of the shirt is so cheap that it is not worthy of being used for parts that will be seen, why have it at all? Why not dispense with the body and just wear cuffs and false bosom? It would save expense both in the shirt and in the laundry. It would save drawer room and it would save trouble. Seriously, though, I see no more sense to the style of shirt mentioned than I do to the method of wearing a dickey or false bosom.

One of the strangest kind of freaks that I have seen, although it is by no means new, at least not very new, is a waistcoat made of calfskin, tanned with the hair on. If a man has unlimited nerve and an unlimited income perhaps he might buy one of these and wear it a couple of times. But they are altogether too conspicuous to wear more than this.

If a man has but a limited amount to spend on his clothes he would much better buy such things as are was made of a soft finished cheviot inconspicuous, for then people can not say that he wears the same old thing day after day until it is threadbare. It is real economy, however, to not taken in at the seams. There have two or more of each article of wearing apparel. That is, two or more suits of business clothes, two or more pairs of calf shoes, etc. By giving each a rest between times it will give each a longer life individually than would otherwise be the case.

It is not a fad, but plain common sense that causes so many men to take care of their clothes nowadays. Trousers are always suspended each side seam and buttoned in the the bottoms, and frequently pressed at that. Coats and waistcoats kept on hangers of good shape and nothing is allowed to stay in the pockets which would draw them out of shape. Shoes are always kept on trees, and even gloves have their own trees to stretch them into shape. Cravats have hangers now that take the creases out, and so it goes.

I can not refrain from making some comments on the way some small boys are dressed. I do not for a moment suppose that any salesman has suggested for the boy the garments worn in any case. I sincerely opportunity of suggesting clothes for the youngsters they will show not only what is suitable for the age, but also for the style of the boy. If such a thing is possible, there are more horrors inflicted on the boys than any of their elders inflict on themselves. I see three-year-old boys in suits that make them look like little old men in knee breeches. I see boys of fifteen dressed in suits that are more suitable for men of thirty, although in small sizes. There are some boys whose styles actually demand suits for ages in advance of their own. At the same time, there are many who should be dressed younger than their ages, but this is the hardest thing for parents to see. You will seldom find one that is not positive that his or ent pattern from the body of the her boy is much in advance of his





years. That is why they always expect to buy clothes intended for older boys. I do not mean by this that the size alone is for an older boy, for that would of course be inevitable. It is the question of style alone that I refer to. I have seen a boy of three and one-half years wearing a regular double-breasted short trousers suit of a gray mixed material not in any way suited to a boy of less than seven years, except in size. Boys of ten frequently wear long trousers suits that should never be seen on boys younger than fifteen. I do not refer now to the fancy suits of the middy style that have long naval trousers, but to the regular three-piece suits. Whenever you have a chance to influence your customers I sincerely hope you will use your influence in the right direction and try not only to make the clothes fit the boy, but fit his age and temperament as well. Your store and your own reputation will benefit thereby.

I want to say just a word in regard to the present collar styles. The wing collar is now in the height of its popularity, but how many who wear them are fitted to them? I mean this: about one man in ten is so built that he ought to wear the wing collar. Long, thin necks never ought to. It is only the very well built and well set-up men who properly can. Others should confine their collar stocks to straight standers and banders. At the same time, look out that you get the proper height of collar. A stander should generally come just above the "Adam's apple," while a bander should come just below it. This would not hold good in every case, and each man must be a law unto himself.

Jason.

Giving the Attached Collar a Black Eye.

The battle for commercial supremacy and the struggle for business existence in these days of close competition are probably no keener in any of our lines than that in the shirt industry. The menace which constantly assails the best class of trade through the cheapening of fine fabrics is an old story and calls for no repetition here. But it is particularly discouraging when manufacturers of fine goods put upon the market a class of goods which meets with more or less success, that the fruits of their endeavors should be spoiled at the very inception of success. The attached soft collar shirt was a promising number for spring, so thought well-established manufacturers who put it out in expensive and medium-priced qualities. It took so well with certain retailers, who saw business in it, that even neckwear manufacturers heralded the return of the attached collar shirt as indicating a demand for windsor ties, and sanguine of business several have gone into this class of merchandise heavier than before.

The new attached collar soft shirts were hardly upon the market, however, before small makers began to sprout in various quarters like mushrooms over night. A little skill as a is going to be to-morrow.

cutter, a cutting board and several bolts of shirting material were all that were required. The goods were cut and the work given out to the sewers. No laundering being required the shirts were easily made, cheapened by being trimmed with lower grade trimmings than were used in the better qualities, and the prices brought down as much as ten dollars on the dozen. These cheaper shirts were at once put upon the market. and, seeing that what promised to a good seller was being reduced to the level of a workingman's fiftynine-center, retailers immediately be came apprehensive of the effect that the cheapening process would have upon a style that they had thought well of for next spring.

The result has been that since the cheap makes have appeared the interest in the attached collar shirt has fallen off.-Apparel Gazette.

The New Reefer

The reefer introduced this season, is already a big holiday seller. While it may not altogether supplant the muffler, or take the place of the padded "chest protector," it is certain to attain quite a degree of popularity among the dressy. It varies in length and width according to price, ranging from 8 inches wide and 38 inches long to 18 inches in width and 42 inches in length, with 16 inches as the favored width. The ends are selvage fringed and the sides selvaged so that the warp or filling ends will not unravel. The prettiest are in all-over large jacquard designs in two and three colors. The weaves, patterns and colorings, however, are almost as varied as are to be found in scarfings, and one of the merits of the article is that, should the retailer or wholesaler have any reefers to carry over their length and breadth permits of their being cut up and made into scarfs of the prevailing shapes.

The mode of wearing the reefer is to wrap it once around the neck over the linen collar and tie in one knot in the form of a waterfall, once over or ascot, as may be preferred. Worn in this way the collar is kept from soiling and the neck and chest are protected from the cold.

An imported novelty, on the order of the reefer, for evening wear, is made with a stock, and is worn like the stock, over the collar, the ends being tied in any style desired by the wearer and allowed to fold over the shirt front.

Time Saved.

"This," began the agent, "is a great time-saving device-

"You've come to the wrong house," interrupted the snappy woman at the "Try that woman next door."

"Ah! you think it would interest

"Wouldn't be surprised. She's a crank on saving time; to my certain knowledge she was 25 years old ten years ago, but she's been so saving of her time that she claims to be only 27 now."

No man is as good to-day as he

How we **Assist** Merchants



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

THEY FIT

Gladiator Pantaloons



Clapp Clothing Company

Manufacturers of Gladlator Clothing Grand Rapids, Mich.

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.



The Advantage of Minding Your Own Business.

Written for the Tradesman.

reminded of the fact that the millenium will have arrived when we learn agant; it is much to be regretted that to mind our own business.

But it will be an Eveless Eden, without a single woman in it.

No woman has yet arrived or shows signs of arriving at the point of grace when she can behold another person making a pie without putting her finger in it. It has always been that bane. She has broken her heart over other people's sorrows. She has lain awake nights and lost sleep over other people's worries. She has brought on more nervous prostration trying to run other people's affairs, and stirred doesn't in the least concern us. up more heartburnings and jealousy and bitterness and strife, than all other causes combined, just because she would not mind her own busi-

the end whereof is trouble and tribulation. The average man feels he has There was probably never a marriage about all he can manage with his own affairs, and trouble enough of his didn't feel that they could have made own, without borrowing his neighbor's. The average woman attends to both parties than they made for themher business in the intervals she is not speculating about why the Browns do not send their children to that we could bring up every body the public school when Brown is only on a salary, and how the Smiths. across the street, can afford new carpets this season. And the queerest predictions to the contrary. We really part of it all is that, by some quirk of feminine logic, this unwarranted We are reduced to tears because Sally meddling with other people's affairs is accounted a virtue. A woman's definition of another woman who was a selfish creature would be one who attended strictly to her own business, and did not interfere with some remedy of her own when the children next door had the croup.

This inability to attend to her own business and leave other people to and don't need it, and the amount of run theirs without any assistance from her goes a long way towards people's affairs, could be applied to explaining many of woman's failures. It is one reason why so many women lutionize the world.

break down. They try to carry the universe on their shoulders. They could manage well enough with their own work, and bear with sufficient fortitude their own troubles, but when they add to that the accumulated afflictions of everybody in the neighborhood they collapse under the nervous strain. It is doubtless a pity that Every now and then I am forcibly Mrs. Jones should be such a poor manager and so wasteful and extravyoung Blank does not go to work and support his widowed mother, possibly it is a crying shame that the Gray baby should be fed on sauerkraut and beer instead of sterilized milk, but, after all, we are not responsible for these affairs and there is not a blessed thing we can do about them. way. And it has always been her The Jones, and the Blanks, and the Gravs of our respective neighborhoods don't want our advice, and wouldn't take it at any price, and we merely wear ourselves into frazzles with worrying over something that

Of course, when there is any reai need for a Solomon we all feel capable of speaking right up, but it is well to occasionally reflect that other people are almost as capable of run-It is a distinctly feminine mania, ning their own affairs as we would be. This is always a surprise to us. when everybody in the community a much more judicious selection for selves, yet divorce is comparatively rare. Every one of us is dead sure else's children much better than they are doing it, yet the children go along turning out all right in spite of our afflict ourselves about these matters. So-and-So is going to marry the man she wants instead of the man we think would suit her, and we aggravate our souls in vain because little Mrs. Somebody else lets her babies play in the back yard with the cat instead of having them folding paper mats at the kindergarten. If the sympathy we lavish on people who don't want it wasted energy we expend on other some useful purpose it would revo-

to do the work within certain lines, have any. pretty much as he pleases, in his own vates him with petty and infinitesmal, does it. When he is in the midst of making out a bill or adding up a column of figures, the proprietor doesn't

It sounds a bit contradictory to say take a hand just long enough to that a woman's fondness for having knock the other fellow's system silly. a finger in every pie is at the root On the contrary, he knows it would of the servant girl trouble, but it is a simply put the clerk out. But that fact, nevertheless. In trying to at- is the helpful device we use towards tend to her own business a woman our servants. We never let them plan often overdoes it. She attends too anything out, or do it in their own When a man hires a clerk or way, or have a chance to use any a bookkeeper he permits him freedom mind and judgment if they happen to

There is no reason a servant way. If he accomplishes satisfactory shouldn't be treated as rationally as results it is all that is necessary. No any other employe. It is but right the one nags him continually, or aggra- mistress should require that certain work should be done by a certain hair-splitting details about the way he time, but after that, why not leave them free to do it in their own way? Every one who has ever tried it knows that the most aggravating and rush in with a few suggestions, or nerve rasping thing in the world is

YEAST FOAM

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

PERFECT **BREAD**

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

Guaranteed to comply with the Pure Food Laws.

to have some one stand over you so long as we infringe on nobody while you work, with a continual flow of suggestions. "Put a pinch more spice in," "Don't use quite so much "Roll the crust a little thin-It is enough to drive one crazy, and there is no wonder too many cooks spoil the broth. If the mistress would attend to her business a little more in the house, and let the cook run hers a little more in the kitchen, we shouldn't have to get up so many mornings and cook breakfast because a servant lady had taken herself and her outraged feelings to some other woman with other "ways."

One of the saddest effects of our not attending to our own business is the perennial family row. We speak of it as lack of smypathy, of unfilial conduct, we give this and that high flown reason, but the plain truth of the matter is that at the bottom of nearly every one of the family quarrels that are so pathetic and so cruel in their estrangements, is some woman who wouldn't mind her own business. A man marries, and the woman he brings into the family has been reared differently, and has different ideas about cooking, or politics, or religion, from the women of of his own family. It might be thought that the world was big enough and wide enough for them all to find occupation and amusement without attempting to interfere with each other. But not so. First thing anybody knows, his mother or sisters begin to try to regulate his wife's table or wardrobe, or manage her Or perhaps she children for her. starts out on a missionary campaign to try to educate her husband's people up to her blue china standard. Anyway, trouble begins right there, and peace packs its grip and departs on the lightning express for parts unknown. Every living woman has seen this thing happen over and over again, but no woman has learned anything from it.

Just think of giving up a brother's love, of being separated from him by a barrier crueler than death, of having a son's door opened to you only on suffrance, and to know that you are the most unwelcome guest that ever crosses the threshold! Isn't it a pretty high price to pay for the doubtful privilege of trying to run another woman's business? And isn't it strange that women won't be warned, and remember that "hands off" is the motto on every woman's door, and that one defies it at her peril.

Of course we shall have no more gossip when we learn to attend to our own business. We shall be occupied in paying our own bills, instead of wondering how other people can pay theirs. If Mr. Clubman is out of nights, we shan't spend the time in pitying his poor wife, and speculating if her cooking or temper drove him to drink. We shall merely presume the clubman knew his own business and, at any rate, it isn't any of our affair. We shall be able to come and go as we please, without taking the neighborhood into our confidence, or offering explanation or apology, for and great men do not retain them.

else's rights, no one will trouble them selves about our movements. And what a peaceful, easy, restful time we shall have, if only we can learn to mind our own business and let other people's alone. Dorothy Dix.

Society to Study Potato.

Organization being the watchword of the moment it is not surprising that a society of national scope has been founded in honor of the potato, to-wit, the National Potato Society, recently established in England with numerous objects and aims. among them the discovery of a perfectly healthy specimen of the Irishman's pet pabulum. A visitor to the late display of potatoes in the Crystal palace, pantingly viewing the countless varieties on exhibition, might wonder indeed whether they each "supplied a want," and it was consoling to the average observer to hear even experts acknowledge the impossibility in some cases of discriminating one variety from another by the tubers alone. Had it been possible to show the haulms, the foliage, and the flowers and fruits with the tubers, as was done in some instances, some points of distinction might have been apparent. But although there is often a close resemblance between the tubers of different varieties and although it frequently happens that tubers of quite different shapes may occur on the same plant, yet it does not appear from our present knowledge that this similarity on the one hand or this diversity on the other, is associated with any structural change which indicates health or disease. A biography of the potato fungus and an exposition of the physical constitution of the potato are two prime subjects of enquiry in the National Potato Society.

"Train catarrh" is the latest disease the physicians have been called on to combat. There is an epidemic of it and the men of medicine are vainly seeking some simple device that will protect the nostrils from the dust and dirt that accompany travel. When asked for a remedy a Chicago physician said that a preventive was the best measuse. recommended that the following rules be complied with when passing the night in a berth: Avoid a draft; wear a gauze mask that will cover the mouth and nose; sleep with head toward the engine and with the back toward the window; have the window raised near the head, the draft caused by the swiftly moving train will catch the particles of dust and dirt and carry them toward the feet: sleep with an arm over the face. This will not interfere with the breathing and the dirt and dust will fall upon the sleeve.

It is better to marry in haste and repent at leisure than to start to repenting before the happy event is pulled off at the church.

Small men do not gain great truths



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.



Do you know a tomato when you see one? Yes, when it is outside a bottle of catsup.

Most "tomato" catsup is colored with aniline dye, or other artificial coloring matter; nobody would touch the stuff undisguised.

Columbia, "The Uncolored Catsup," contains only the red of the perfectly ripe tomato. Lonesome business, but pure catsup.

COLUMBIA CONSERVE COMPANY.

WORDEN GROCER COMPANY

Distributors GRAND RAPIDS, MICHIGAN

Men Who Are Most Popular With them, and who offer themselves, for Women.

Prof. Huxley says: "It is for you to find out why your ears are boxed." The saying applies with especial force to the man who desires to be told why he is not popular with women. No one not personally and intimately acquainted with him can possibly answer the question, and of those who know him best none might be impartial and unerring in their judgment. All of us have wondered, with exceeding wonder, why certain women like certain men, and vice versa. Hearts are capricious things, and love, like lightning, strikes in unexpected places.

Probably the man thinks more of himself than of the women. "He that would have friends must show himself friendly." As a rule, the men who are most popular with women are those who are gentlemanly in the sense of the well known definition of the term gentleman: "As gentle as a woman and as manly as a man," who never fails in courtesy and politeness to any woman, be she rich or poor, old or young, as beautiful as the day or as homely as a mud fence. None the less, there are women who seem to be hypnotized by brute force, who bow down and worship splendid animalism, the masculine counterpart of what in women is known as the beauty of the devil. Nancy and Bill Sykes may be found in real life, and that not only in "society's lowest dregs:"

"The colonel's lady and Judy O'Grady Are sisters under their skins,"

and there is, alas! only too much foundation for the old rhyme concerning "A woman, a dog and a walnut tree."

However, manly beauty, much admired as it may be, is not confidently to be relied upon as a pass key to all women's hearts. Men often fail to understand this, and talk as though the lack of good looks were an insurmountable obstacle to success in love. Men, themselves, lay such stress upon beauty in a woman; they attach such importance to the setting of the jewel; their love is so readily won by a pretty face, that fact, a woman's love is usually won by altogether different means to that of a man, and the question of looks may affect her little one way or another. Of course, she often, generally, indeed, admires a handsome man, but unless she is young, and inclined to be foolish, she rarely tumbles into love offhand with his good looks alone. Even then it is apt to be his size, his height and look of power which captivate her fancy, and it is really surprising how little success a man with merely a handsome face sometimes meets with among

All the world over, through all time, homely men make and have made the best husbands. Adonis and Narcissus are too much in love with their own charms to pay much attention to those of any one else. True, they usually find wives who adore

time at least, willing sacrifices to their beauty. But, on the other hand, one every day sees men so ugly that one hesitates to look at them more than politeness demands, yet these men have won wives, who not only love them but are proud of them, and find their homely faces pleasant to behold. The ugly lover is apt to be the epitome of honest and straightforward whole heartedness, a sincere and faithful swain, loving and unselfish, caring for his sweetheart, and later on for his wife, in all the little things so important to a woman; the sort of man who "wraps her around with his riches and covers her up with his care," anticipating her desires and gratifying them, so far as he is able, before they are expressed. He has no personal vanity, and is apt to be only too unselfish in his attitude toward those whom he loves.

Nor does physical affliction in a man stir a woman to repulsion, except rarely. On the contrary, it appeals to the mother instinct, always strong in the best women, and excites compassion and sympathy, the pity which is akin to love, and which not infrequently grows into the warmer feeling. With most women the way of a man, his disposition and manners, have much more influence than his personal appearance, excepting perhaps at the first. It is doubtless for this cause that the woman's affection is, as a rule, more enduring than that of a man, when beauty fades and physical attractions cease to exist.

It may be safely assumed that he who has had experience of women and their peculiarities, their "tricks and their manners," will better understand the art of pleasing them than one who is unacquainted with them.

"find a way." but knowledge is power here as elsewhere.

A man's capacity for love making counts much in winning a woman's favor. Tenderness and ardor, above all, tactful devotion, will make her heart more surely his than aught else in the whole world. Women enjoy being wooed; they like to feel that they are all in all to a man. They not only love their lover, but they love love, as well. A touch of humility is a good thing, although it should not be carried too far. Men not infrequently fail from being too confident of their own irresistibility. Even although a woman may be inclined to a man, she resents his being too sure of her. She may regard him as a king among men, but all the more she desires that he shall set her as a seal above his heart, shall aspire to her, not stoop to pick her up. Many a woman who was more than willing to say "yes" has said "no," simply because she perceived that her lover thought he had but to ask in order to receive. Every woman prefers that at least a show of timidity shall season the request for her heart and herself, that a proposal of marriage, however welcome, shall be a supplication, not a mand. It may be foolish, but it is feminine, like Aurora Leigh, to find

"So far wrong,

work with me,'

Instead of 'Lady, thou art wondrous

love." Last, but not least, there is reason

Love may supply the essentials, and as well as rhyme in the advice:

"Would you read yourself out of the bachelor crew,

And the hand of the pretty young female sue,

You must always be ready the handsome to do,

Although it may cost you a dollar or two.'

All women object to whatever savors of stinginess upon the part of a suitor. True, it is not wise to confound economy with parsimony; the former is a necessary virtue in its proper place, and extravagance is a dangerous yoke fellow. The impecunious youth who buys American beauty roses for his inamorata in midwinter is sure to come to grief, and is not to be recommended as "safe to tie to." Still, no woman will deny that he is likely to be more lovable than the man of means who allows the woman whom he escorts to walk through a pouring rain, to the ruin of her suit and hat, not to speak of the risk of her health, rather than incur the expense of a cab. If the lover is niggardly, what may be expected of the husband?

Helen Oldfield.

Ten Thousand Inaccurate Thermometers.

A druggist's window recently contained ten thousand clinical thermometers, all of which were imperfect. A placard gave information to In saying bluntly, venturing truth on the public as to what constituted a first-class, reliable clinical thermom-'Come, human creature, come and eter. The principal defect is inferior material and cheap work. Another reason for inaccuracy is that the tubes have not been "aged" properly. Turn round and love me, or I die of They usually require from four to five years before all expansion and contraction ceases and the diameter becomes more constant.

JOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the they fancy women must be swayed by the same feeling. As a matter of

at once. It will sell and satisfy.

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.

READING FACES

It Is About as Unsatisfactory as Reading Heads.

You have heard people say that you could tell a man's character by his face. I have often been out with men who professed to be readers of physiognomy. They would meet fellow they never saw before and would give me a great bluff about being able to tell all about him by

"I'll bet that man's a doctor," they would say, "or a lawyer, or a salesman."

Or, "I'll bet that fellow's a thief," or "I'd lend money to that man any time."

I was walking up the main street in Richmond, Va., one day last summer with one of these wise guys who think they can read faces. We passed a man in the street who attracted this sage greatly. He was not a prepossessing individual. He had a thin hatchet face and cross-eyes-one of these men who look sharp and furtive.

"Look at the mug on that fellow!" said the man I was with. "Ain't it a peach? I've had lots of experience Greek god, as Laura Jean Libbey says reading faces and I pride myself on in her celebrated novels of human being a pretty good judge of character. I'll make a small bet with you in point of looks-clean-shaven, that he's a lawyer and that his reputation is shady."

I have a lot of trouble to get rid of all my money, so I took the bet.

We turned around and followed the fellow until we found somebody who could tell us who he was. He was the pastor of one of the biggest churches in Richmond, one of the best talkers in the South and a man whose every word and act were as straight as a string.

It is all nonsense-this reading faces-for they do not always mean what they seem to. It is a good deal like reading heads. Sometimes, though, you can read a head pretty straight. I remember once when I was an unwashed cub going to public school. I happened to remark to dear teacher one day that my head itched a good deal and she kept me after school to read my head.

After she was through she said emphatically that there was more in my head than she had ever seen. And my mother said afterward she was right.

Sometimes you can tell something about a man by looking at his face. Occasionally there will be a case where a man's face exactly fits his life, but not often.

The first striking illustration of this I ever heard, I think, was at a meeting of a retail grocers' association I attended once. I had never been at a meeting of this particular association and I did not know more than one or two people there.

In the course of the evening member got up to speak. He was a noble-looking fellow. I suppose he was about 55 or 60 years old. He was partly bald and had a full grey beard, cut square. The man's fea-tures were symmetrical and his whole bearing courtly and handsome. He settled back with the thought that shrewdly into their faces, trying to what was coming now was sure to be worth while.

This expectation was heightened by the way he opened up. "Mr. Presihe said in a full, sonorous voice with a cultivated accent. He looked more like a celebrated doctor than a grocer.

This man's talk proved to be a stammering drivel of merest commonplaces. He seemed to have no ideas above the veriest ordinary, and he could not express even what he

After the meeting I learned that he was the smallest of small grocers and cut no more ice than a toothpick. Since then he has failed in business and is now a sort of peddler.

Nine men out of ten would have taken this man, at first sight, to be something big. He was a tremendous disappointment, for all he had was in front.

No, sir, the face has nothing to do with it. You can not tell anything about it. I saw a sandwich man on Chestnut street in Philadelphia the other day with the face of a passion. He was certainly a dandy, clean-cut, distinguished. Put a wellcut suit and a good silk hat on the man and he would look like a bishop.

Yet there he was, toting signboards up and down the street for a cheap restaurant, probably for his feed.

Take my own face. At first sight some people would probably think I did not amount to much, because I have such perfect, regular features. In fact, I have often been compared to a doll, so handsome-I am blushing horribly, but I must speak the truth-are my lineaments and so rose-like is my complexion.

I am the sort of man of whom you would remark, as you passed me in the street, "That man is too magnificently handsome to amount to much."

But, I assure you, you would be mistake-although I will admit that my beauty has been more or less of a drawback, for it has subjected me to a great deal of annoying attention, especially from women.

The meanest-looking, most insignificant little runt I ever knew in my life was a grocer worth over \$100,000. See him on the street and you would think him a poor little book-keeper somewhere on a salary of \$9 a week. Yet he had a head on him like a machine. He was successful from the very minute he started in business and he has often told me himself that his business increased every year from the first to the day when he gave it up and retired, which I think was in 1901.

This fellow was a sight. He had no chin, was bow-legged and weighed about 87 pounds. You would not have paid any attention to him at all if you had nothing besides his face value to judge him by.

A great lot of business men, when they are hiring an employe from a was an impressive personage and I bunch of applicants, will sit and peer

size them up. They pride themselves on being judges of character and I have heard them say time and time again, "I can pick a good man all right by his face."

I have seen so many cases where this has gone wrong that I could not begin to think of them all. A grocer whom I knew in Cincinnati years ago hired a clerk this way once. He had an open countenance that could get money from the mint. Anybody would have trusted that fellow, on his face, but he started to steal from the drawer before he had been in the store four days. When the grocer came to look him up he ascertained he had done the same thing everywhere he had worked. His face lied; the most capable liars on earth are human faces.

The only way to know a person is to live with him. Every other test fails. He may have the face of George Washington, who never told a lie, yet be able to lie in twelve languages.-Stroller in Grocery World.

Geo. A. Pollard, Kendallville, Indiana: Enclosed find check for \$3 to pay my subscription to the Michigan Tradesman for three years, in advance, from present expiration of subscription, as per your liberal offer. I have been a reader of the Tradesman for over fifteen years and would feel lost without it.

An open denial of God may be better than an empty definition of

WRITE

US

The Kent County Savings Bank

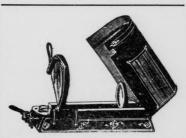
OF GRAND RAPIDS, MICH.

Has largest amount of deposits of any Savings Bank in Western Michigan. If you are contem-plating a change in your Banking relations, or think of opening a new account, call and see us.

31/2 Per Cent. Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 21/2 Million Dollars



Long Horn Cheese Cutter

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

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LION BRAND SPICES

Write for sample

Lion Corintie 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

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PRICES

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WOOLSON SPICE CO. TOLEDO, OHIO

NEW PATHS.

They Constitute the Only Way To Success.

The young man considering his life work and the chances for success must not lose sight of the fact that this success must be made in the future. It will have had no connection in all probability with the past; it may have little connection with the material present. The young man who stops at 20 years old to consider these chances of his must realize that he is fortunate if success can be attained within ten years; fortunate, indeed, if at 40 years old his ships are coming in laden. Many another man has not wearied at 50, scanning the horizon for the first glimpse of their sails

We are confronted every day with the trite expression that "times have changed." The observation always is in the past tense. Many persons giving voice to the truth forget that times are changing even as they talk, and changing more rapidly perhaps than ever before in the history of the world. When an atlas of the world. drawn to a scale of perfection in one vear, is obsolete in another twelve months one may have a suggestion of how deeply the spirit of change is written upon all things.

It is a pretty true observation that when a man begins to turn back into reminiscences he has stopped growing and is letting the present forge ahead of him. The field of reminiscence is a poppied field, where the senses are lulled and soothed and where fancies wander regardless of present.

Just here lies the danger to the young man in setting his compass by the course of the man who made his success at 40 years, or perhaps 50 years. That man is pointing back twenty or thirty years, showing the young man the course, when the young man is needing to look twenty or thirty years in exactly the opposite direction.

It is not worth the paper it might be printed on for a young man to read how, fifty years ago, a person buying a lot at the corner of two down-town streets in Chicago, made \$150,000 in the transaction. "Go West, young man, and grow up with the country," is as obsolete and impossible in some of its possibilities to-day as would be the advice to climb a telegraph pole to examine a star. One might as well advise a young man as a start to go out West and engage as a pony express rider, or take a whip hand at driving an overland stage coach as Mark Twain saw it done.

It is only in a limited sense that even the ethics of the successful man of yesterday will be applicable to the young man who is to attain success to-morrow. Just as the luxuries of yesterday are the necessities of tomorrow, so the traditions and manners and customs of yesterday are obsolete. Here "times have changed" again. Some one has said of Chicago, as might be said of many other great cities, there are comfortable salaries offering in many lines of

work-on the unwritten but implacable agreement that the persons drawing these salaries must spend the greater part of it! Once a miserly saving was one of the virtues of the clerk who was determined to succeed. He could wear a hickory shirt, leave off coat and vest, sell dry goods al day, and then sleep on a pile of carpets in the back of the store.

To-day there are situations in the business world in which the man who is struggling for success needs to put his best foot foremost, and perhaps spend beyond his means in the legitimate effort to attain a vantage point that could be reached in no other way. The time is past when a young man can come into the great city and find potential capital in his bare feet and ill fitting linen duster. If he comes in well dressed, with an air of having fed well and substantially, and can cover up the fact that he has only 20 cents between him and the woodyard, he is of the stuff of which the times are made.

Considering these changes which confront the young man venturing into life, it may be said that the old. half stultified virtues that have come down through the ages as enduring truths are enough of the past for him. Perhaps these virtues need accentuating. Honesty, intelligence, a sane degree of earnest application in his work and a sane observation of the principles of the golden rule will be found requisite to the right kind of success. Beyond these virtues the young man has need of a strict application to the work of to-day and keen eye for the conditions that shall rule to-morrow.

The greatest failures that have been marked in the world are the failures that have come of shortsightedness. Men who have been sufficient for to-day have fallen hopelessly short on the morrow. years ago or more a federal building was planned for a great city, presumably for the business of a city a hundred years after the structure should be completed. But before the structure is done it has been discovered that it falls short of accommodating the business of the postoffice department of to-day. Only a few years ago in Chicago a big corporation bored a great tunnel under the Chicago River and finished it as a tunnel never before had been finished in the city. It was such a piece of engineering that the builders gave a banquet commemorating its building. But less than ten years later the National Government ordered its removal as an obstruction to navigation because of the ever deepening draft of lake vessels.

Nothing in this blase age is quite so striking to the world as a new idea. Never before was the world more ready to leave the old and turn to the new. Yet these whimsicalities must be observed, as much so as its deep seated demands and prejudices necessities. The young man seeking success at the hands of the world must be in an attitude of rendering it the things it wants to-day. It will dream itself of the things it

fuse to consider the coming needs of to-morrow.

Here, in this shortsightedness rare quality, foresight, will find his opportunity. With a situation given to the ordinary man there is every chance that, with the least preparedness and the least of originality in the emergency, he can make shift and meet the conditions in a fairly satisfactory manner. But he is a mere cobbler in the work of life. It is the man who can foresee a situation and prepare for it out of hand who is to be the genius of his time.

Taking the man of yesterday who made his success in the business world it will be discovered that conservatism was his chief virtue. held fast by the traditions of his father. Most of these were good in his career. Change was not so strongly marked upon everything. To-day the young man in the scientific world, in medicine, in surgery, and in many of the newer lines of the world's work-as in electricity-must be in the attitude of accepting an overturning of all that has been taught him as gospel. Only a few years ago the doctor treated a boil by dosing the patient for his blood; to-day the surgeon lances it and destroys the germ that caused it. Radium and the knowledge of radioactivity may upset the "laws" of all physics. Electricity is a household necessity, while the man who produces and harnesses it has as yet to learn what it is

Receptiveness in the young man must always be essential to his success. But he should receive the new things that are proved and not nurse the old things that are obsolete. Let yesterday take care of itself. To-day is big with opportunities and to-morrow is richer still with unlisted Ten things. Look ahead and not behind. John A. Howland.

Deaths From Whisky Containing Wood Alcohol.

The recent occurrence in New York City of between twenty and thirty deaths, believed to be directly traceable to drinking a so-called whisky made by coloring and flavoring diluted wood alcohol, calls attention in a forcible manner to this new menace to life and health. All the victims lived in a section known as Stryker's Farms, and had been indulging in a carousal. Samples of liquor were secured by the coroner and showed the presence of wood alcohol. This poison was also found in the stomachs of the victims. A mob attacked a saloon where some of the poisoned whisky was bought, the saloonkeeper was arrested, and the occurrence created great indignation and alarm in the districts mentioned. This is the largest number of fatalities from this cause in a single group, and it will certainly give emphasis to the need of adequate restriction in the use of this poison.

The practice of substituting wood for grain alcohol in the manufacture of medicinal preparations would aphad yesterday—and always it will re- nicious means of poisoning, and the impunity. pear to be a most insidious and per-

sale not only of methyl whisky but also of external remedies and toilet preparations manufactured or adulthe world, the young man with that terated with wood alcohol should be restricted by law. In fact, it is impossible to predict what will happen when the use of deodorized brands of methyl alcohol come into more general use for the manufacture of cheap bay rum and toilet waters.

Electrocute Insects on Farms.

Electrocution for insects is the role electricity is playing on Russian farms. A small dynamo is arranged on a wagon, either drawn by horses or driven by a petrol motor, and the dynamo is driven by spur gearing from the wagon axle. Its terminals are connected to a sparking coil and this coil to earth through the wagon, and its positive terminal to a number of metal brushes fixed under the back part of the wagon, and arranged to be vertically adjustable. In this way a broad body of sparks is made to pass to the earth and kill any insects lying on the surface. Insects which are not killed instantly but can still move one or more limbs after the passage of the wagon die in a short time from the after effects. It is proposed to drive the wagon immediately behind the plow, as the turning up of the earth naturally exposes countless insects and larvae. While the practical value of the device is scarcely established, the experiments are to be continued in the spring with a view to exterminating the turnip fly found so plentifully all over Rusia. The war with these insects absorbed over 4,000,000 marks in one year in the government of Kiev alone, and in south Russia an annual expenditure of from to to 20 marks per hectare is made for the same purpose. As the apparatus costs but 5,000 marks, should it prove good, it would soon pay for itself.

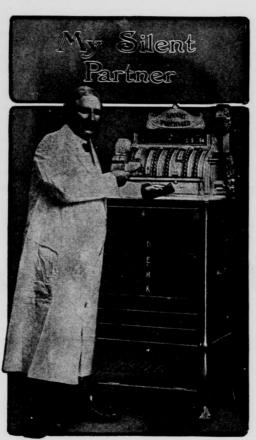
Water That Can Magnetize.

A reputable scientific publication is sponsor for the statement that there exist in at least three places in the State of Indiana springs or wells whose water possesses marked magnetism and is able to impart it to steel objects dipped there-This property has been reported in. of other springs in various parts of the world, but such tales have been received by scientific men with caution. In this case the magnetism seems to arise from the fact that considerable quantities of carbonate of iron are dissolved in the water. When it stands for some time this decomposes into carbonic acid gas, which escapes, and magnetic iron oxide, which falls to the bottom of the containing vessel as a powder. When the decomposition has ceased the water is no longer magnetic. These springs are said to cause perceptible deviation of a compass needle, and a knife blade immersed for five minutes in one of the springs is magnetized sufficiently to sustain needles by its point, retaining this property for thirty hours. The water corrodes locomotive boilers, but when allowed to stand until the carbonate has all decomposed can be used with

The Best Partner a Storekeeper Can Have is a NATIONAL CASH REGISTER

THIS illustration shows the modern Multiple-Drawer Cash Register. It is equipped with as many cash-drawers up to nine as there are clerks in the store. The machine is arranged so that each clerk operates his own cash-drawer. Each drawer has a different-toned bell, which protects the clerk against anyone else using it.

The machine makes a printed record of each sale, showing who made it and what it was.



A Multiple-Drawer National Cash Register means less work, less worry, less bother, and more money to the storekeeper.

It protects his profits, guards his cash, measures his sales, gives a check on the ability of each clerk, and stops losses through carelessness, dishonesty or inefficiency.

It assists the clerks, encourages them, makes better business men of them, for it enforces habits of carefulness and industry.

It pays for itself in a year and then earns money for you.

National Cash Register Co., Dayton, O.

OFFICES IN ALL PRINCIPAL CITIES

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National Cash Register Company,	Dayton,	Ohio					*

I own a _____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name

Address

No. Clerks

MICHIGAN TRADESMAN



Reprehensible Habit Peculiar To Some Clerks. Written for the Tradesman.

Clerks should exercise caution in regard to what they say about one customer to another. It would seem as if some there be who argue to themselves that, if an All-Wise provided them with a tongue, that member is on all occasions to be "hung in the middle and wagged at both ends;" and so they see to it strictly that it does not lack employment.

Not that I would inveigh against a goodly quantity of chit-chat to throw in at opportune moments for the purpose of jollying a customer along, especially if that customer be one of the slow sort in deciding upon purchases, or one of the kind that look for a little visit as their shopping progresses.

But what I refer to, as decidedly objectionable in one employed behind the counter, is the indiscriminate reference to one patron concerning another when such reference is a derogation to that other.

A month or so ago I had my attention quite forcibly called to this subject by the remarks of a certain clerk in the corset department of a local store.

I had known this girl for some trying-on ordeal.

time, as she used to wait on me in another store. I never had purchased anything of her in her present locrition, as for a couple of years I have found elsewhere a corset that suits my figure perfectly and is in every way satisfactory as to style, quality and price.

On the occasion I mention I had paused one morning in her department to look at a new make of corset lying on the counter that caught my eye. The girl at once engaged me in conversation, volubly touching the salient points of the new goods she was introducing. She begged if I wouldn't just allow her to fit one of the new corsets to me sometime. She said I would not need to buy if I didn't wish to, but she would ask the privilege of convincing me by demonstration that her new merchandise was just what she claimed for it; if I but once tried on the corset she was very sure I would wear no other in the future, etc., etc.

Well, I needed a new corset soon anyway, so thought I would give my favorite one the go-by for that once and try the one this clerk so strongly recommended. I accordingly made an appointment with her for a specified day and hour, which engagement I kept when the time came.

The girl had a number of different "models" of her new goods, which she had beforehand laced up all properly for my "fitting," and we proceeded to the "fitting room" for the

While this was going on the young lady in charge of me regaled me with little tidbits of gossip, which went in at one ear and out at the other. Then she started in on a dissertation on corsets in general and this one in particular, ending up with a graphic description of the beauties and defects in the figures of a number of the ladies who had begun to wear her new corset!

Well, whew! I never was more surprised in my life than to hear a clerk "give away" the secrets of the toilet of her patrons in this reckless manner-patrons who, so she said, had traded with her for years.

Those indiscreet remarks most plainly indicated that the girl was untrustworthy. Had I made an effort to draw her out the case would have assumed another phase; but for her to go on, without any suggestion or other assistance on my part, and tell me strictly personal things about others of my sex clearly showed me that this clerk was a person to be let severely alone.

I paid for my corset, ordered it delivered to my address and took myself out of the presence of that girl, who, like Polly, "talked too much with her mouth." And I made up my mind never to trade with her again. When she gets from me no repeat-orders for her new make of corset she may wonder at it, as I have since told her that I am pleased with the fit and other particulars. But there will be a customer who will know the reason.

An old homely saying goes like

"A dog that will fetch a bone will carry a bone."

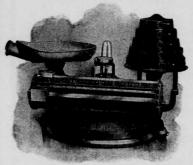
Clerks who say mean things of others to me will treat me with no more consideration behind my back. Such an one is to be feared and rigidly avoided. J. Jodelle.

Large Crop of Fruit in France.

The French fruit crop is even larger than was expected. Prunes are particularly abundant, and, as a consequence, there is certain to be largely decreased demand for American prunes, which have been so eagerly sought in France during the past several years. There will also be a decreased demand for dried apples, peaches and apricots.

Some employes are wont to chafe at extra hours or necessary calls for overtime, and it is well that overlong hours should not prevail. It is not what the wise employer of salespeople desires, except in cases of absolute necessity. What the employer wants most is results and if these can be had in shorter hours it would be satisfactory to him. What the employe should exercise his conscience upon, so that it will be capable of operating, is the matter of time stealing-the deliberate theft of the minutes or hours for which the employer pays.

A woman is not necessarily industrious even if she does spend her time picking flaws in everything.



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

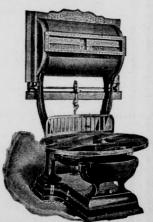
Save Your Legitimate Profits

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



Clerks Seldom Move and Pay Rent with a well filled, well paying rent Promptly.

If you are going to build a flat or apartment house in the city for renting purposes see that you locate it in the better residence district and build it so that the rental for all the apartments or flats averages over \$20 a month. As renters for your buildingg secure families whereof the heads and masters are engaged in clerical work-preferably those who have held positions with a large mercantile house for a number of years-and your life as a landlord will be one of serenity and content.

The clerk, everything considered pro and con, is the best tenant in the long list of people who rent flats. This is the verdict of several real estate men of the city. The clerk may not receive so high a salary as the men employed in many other occupations. His finances do not generally admit of his renting a flat or apartment with the rent running up to \$100 a month, nor does his personal appearance or the equipment of his home lend any particular prestige to the building wherein he resides. But-and this is what makes him a person of eternal joy and satisfaction to the man with flats to rent-he does pay his rent regularly and he does not move hither and thither with great frequency when the spirit moves him.

"If I could count among our renters 50 per cent. of clerks the trouble of running a renting bureau would be cut down fully one-fourth," said the man who has had charge of the renting department of a large downtown real estate firm for years. There is little doubt the clerk and his family are the best possible kind of people to rent flats to. Of course, the ordinary clerk with a salary of \$12 a week and no permanent position to look to is not any more desirable as a tenant than a man making the same amount of money at any other occupation.

"But it is not this kind of a clerk whom we seek to fill our buildings with. The man with the steady job, one which he has held for several years, is the fellow we like to do business with, and we do not care particularly whether he is a high salaried man or not. If a man has held one job with one firm for five or six years he is generally in a position to pay for what he contracts. He does not live beyond his income. Furthermore, the fact that he holds one position so long indicates that he is a man of some ability and charac-

"While the old adage 'a rolling stone gathers no moss' has been often laughed to scorn in this modern day and been proved fallacious, at least to their own satisfaction, by certain modern minds, in this business we think it is still a good rule to bind to. Frequent shifting of home and occupation may be one like to do business with." expression of activity, but it is a form of activity which, while conducise to business on the part of the moving man, is not at all compatible they never stay that way.

"There are a number of good reasons why clerks with established positions are the best kind of men to have at the heads of the families to which you rent your flats. In the first place, there is steadiness. In this respect alone the clerk is enough better than many other classes of men to entitle him to the front rank in a search for the ideal tenant. Because of the nature of his work, which demands method and a certain kind of mechanical routine, his habits of life become fixed on him with more than the average man's share of firmness.

"Of course, to be available as a tenant for a flat he must be married. and after he is married the average clerk settles down to married life, laying the rules of his household, so far as mere man may lay them, along the same lines of regularity that prevail at the office. Above all things, he dislikes to move. When he gets into a house he likes to stay there. This is further evidence of the firmness with which the habit of method is fixed in him. Just as he likes to come to the same office each morning and find the same work waiting for him on the same desk, so he likes to come home each evening to the same house. This method of living will sound dreadfully monotonous to many, but it is only a pleasant, well regulated system of things to the old

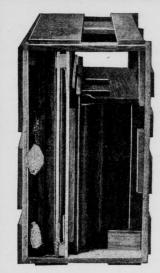
"The average clerk of the kind I refer to is able to and does rent a flat which costs him over \$20 month, possibly the average will be over \$25. Even if he earns less money than a man in some other vocation he will have his financial affairs arranged so there is allowance made for every item of household

"We have had some tenants for five years who have never missed 'rent day' payment by a single day. The majority of these were clerks. While the wife must also be considered seriously when it comes to choosing the best tenant, that is one circumstance over which no man or class of men has control. However, the wives of men occupied in clerical work are much easier to please and satisfy than the wife of the lower class workman or the wife of the nearly swell.'

"But the thing that makes the clerk the tenant to be most desired by a landlord is the fact that he pays his rent regularly. It is beyond the range of human possibilities to find any class of tenants who are entirely satisfied with their quarters and who never make complaint, so we do not look for this. We let well enough alone. If a man pays his rent regularly and does not in any way make himself obstreperous about his flat. we are quite satisfied and reckon him a star tenant. The clerk does this. and consequently he is the man we

Vic Brittan.

The trouble with little sins is that



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Base is solid—just the top is taken apart. The glass stays in-no glazing to be done. Doors are all in position-just held by blocks to prevent sliding.

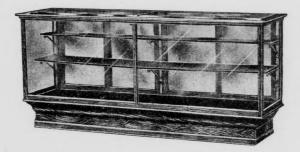
The top frame with its bevel plate glass is separately crated and set in the center of the large crate -that's why breakage is almost impossible.

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LOOKING BACKWARD.

Boy's First Journey Into the Great Wide World.

Chapter V.

In the course of one day I recovered from the jar occasioned by female duplicity in the restaurant; forgot all about it in the great good fortune of becoming not only an employe but a boarder in a large city like Omaha. That was hustling some for a half baked kid away from home the first time. My job lay in a foundry on the outskirts of the town, and the boss molder, moved to pity by my youth and innocence, took me to live in his own select family at the rate of four ace notes per week.

My roommate was the Irish gentleman who chopped up and melted pig iron at the foundry, and we were good friends, indeed. When we entered the boudoir together it was necessary for one of us to crawl under the bed, in order to make room for closing the door. Still, I enthused over my advancement in life. It isn't often a mere boy can become a boarder and send out 20 cents' worth of laundry nearly every week.

Next to politics and the practice of law, foundry work is the dirtiest job I know of, but the money is clean, and the molder carries with him that respect which is one reward of honest effort. Moreover, the unplugged pores of the worker in molten metal filter his conscience. He can sleep at night and can eat several pounds of liver and bacon at 5 o'clock in the morning. To be sure, this talent doesn't make him rich. He seldom endows colleges and racetracks, but he is healthy and happy, and that helps some.

The reason I'm able to blow so much hot smoke on this subject is that the iron foundry was my Alma Mater. My education-good enough what there is of it, and plenty of it such as it is-was amassed in those institutions, scattered over an area extending from Maine to California and from Canada to the gulf. At one time all foundries looked alike to me, and it was a source of great pleasure and some food to be identified with one. Any old building will do for a foundry.

Broken walls and roofs and windowless windows for smoke and heat to escape in summer and to admit the cold in winter, clammy earthen floor, piles of black sand, huge gibbet cranes, with rasping chains and open molds, great pots of liquid iron swinging in the air, spluttering furnaces that shoot constellations of hot stars and sulphur fumes into the dull atmosphere, heat that cracks the skin, explosions of gas and choking vapors, half naked figures groping and steaming-hell with the lid on.

So fervid is the zeal of youth that all this was but the limelight of fame to me, and the dirtier I got the more popular I was with myself when visiting friends of the owners came in to look at the employes. Sometimes I wondered what those persons would say if they knew I boarded the old man sat stiff backed

much to hope for so early in the game.

From candle light in the chill winter morning until casting time in the evening I molded the iron framework for modern school desks, then coming into vogue. Thus did the memory of precious hours wasted at school come back to me, and I shoveled sand with increasing ardor to make up that lost time. The man next to me worked under a crane. He made large iron arches to support the whaleback masonry in sewers, and I envied the greater quantity of sand he handled, with the expert aid of a Polish helper.

Frequently when visitors were around I went over and leaned on the crane in picturesque attitudes and a pair of overalls, just as if the hoist belonged to me and was about to strain itself lifting the top off one of my dinky molds. A dopey old age makes me long for the foundries of my youth, but, alas! they are gone. Once I gloried in my open pores, but now I beef because they boost my laundry bills.

Not the least exciting items in my curriculum were the home and social sides of life in Omaha. I found both pleasure and comfort in the home circle and plunged into all the gayeties that came my way. The foreman, with whom I lived, was an Englishman, and his three sons had followed in his footsteps to the extent of being English and molders. One of the sons—a boy of my own agehad trouble with his vocal chords. He thought he could sing, which suspicion was shared by his entire fam-

At noon we all went home to din-For that meal the mother inner. variably set out to each man a robust English meat pie, or pasty, baked in a Our habit was to eat all we crust. could, bite our monograms on the top crust, and inherit the same pasty for supper. So thoroughly was this system maintained that during a period of four months I do not recall a single fight at supper. Each boarder got what was left of his own pasty. besides other things, and if he didn't care for the pasty it could be placed on file and carried over to another meeting under the head of unfinished business.

In other ways this good wife and mother knew how to make home attractive. She held the finances, laid in the provisions, and kept her husband at home Saturday night by a cheme more fascinating than any yet touted on the woman's page. Saturday night she gave him a dime for a shave, and when he came back with a manicured face she sat him down to a keg of beer in the kitchen. The keg was all his. Many a night I loitered with him until the keg yielded nothing but bubbles. Beer did not appeal to me then, but words of wisdom from the lips of that master mechanic held me to a painful seat on a little stool close by the stove.

He talked shop, and I liked that. Attired in shirt sleeves and slippers with the boss. But that was too alert, with the keg lying on a chair

in front of him. One hand held a short stemmed garbage burner, and in the other he supported a half gallon tin pail with one horny finger hooked over the rim. His patient wife stood by bearing a fistful of pipe S. F. Bowser & Co. lighters made of twisted paper, for the oracle was too busy to strike matches. For hours he drank from the pail and told stories of shops he had bossed, and of his early days in England, all of which was of massive interest to me. If, by mistake, he carried the pipe to his face the alert wife stuck a paper roll into the stove and gave him a light. After one puff the pipe was forgotten, and the tales rolled on until time to fire up again.

When I think of it now that woman was a marvel. She actually delighted safe. The Oldsmobile is built for pipe, and she knew the stories even better than he, having heard them often enough. Sometimes mommer coached popper when he started a yarn in the middle or left out an important paragraph. If it were a funny story she gave me my cue to laugh at the proper place by bursting into a merry peal, whereat the old man's eyes sparkled and he swore by the ghost of Vulcan every word was gospel truth.

By and by, when the keg and stock man to bed, where he shook the roof bellowing the songs of his youth until he fell asleep. He had toiled and sweated all week, and enjoyed a bully, bangup time Saturday night at trifling

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of anecdotes ran dry, she helped her Gas or Gasoline Mantles at 50c on the Dollar

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Detroit. Mich.

expense. He got tanked, did all the mon was to tide a household of and bestowed by the fire, with the talking, and pulled off a lot of goreless mind fights. And during the spree, and when it wound up, mommer knew where he was, just what he had been doing, and she had the weekly wage. The lady of the house knew her business.

This system made a deep dent in my tender intellect, an I resolved, if destiny so shaped my future, to adopt it and become an ideal toiler. But so far there is nothing doing. I don't smoke, and the man in the white jacket turns the spigot for me.

One Saturday night following a snow fall of three feet, and in the height of a blizzard of exceeding fierceness, our gentle landlady sprung a charley horse. Rheumatism put her out of the domestic game for that evening. Popper Thomas said he would take a chance with the storekeepers, so, with a list of verbal instructions covering one hour, he was sent off to do the marketing. With his side whiskers neatly curried and the light of noble resolve shining in into noisy tears. That was popper's his eyes, my boss departed, carrying two baskets and one \$10 bill. It was long after midnight when the shopper returned minus the baskets, but bearing a load that was a peacherino. The success of his expedition to busy marts of trade awoke me and the rest of the employes and aroused startled interest in the neighbors.

Every item but one Mr. Thomas had purchased was concealed under his belt, yet we knew the exact nature of his contents. His face was adorned with a beatific smile and two unlighted cigars, with red and old killing himself. Help!" gold corsets on them. Mr. Thomas never used cigars except on special occasions, at which time he became a real sport. Removing one of the cigars, my boarding boss shifted the other hard aport, and started to warble a plaintive ditty about a blooming sparrow that had crawled up a blooming spout.

The lady of the house grabbed the shopper and shook him.

the kitchen fire, with your keg and ed the Delaware. Snowflakes falling your pipe. Where's the money, the groceries and the baskets?"

"There came a blooming rain storm and washed the blooming sparrow out," sang Mr. Thomas, with a faraway look in his eye.

"Husband, what did you do with the baskets?" implored the exasperat-

"Smashed 'em in a fight," said Mr. Thomas, emerging from the realms of melody. "Eight scab boilermakers tackled me, and I licked 'em all. And when the blooming sun came out and dried the blooming rain the bloody, blooming sparrow"-

With desperate fear at her heart Mrs. Thomas shoved her man into a corner and searched him. He vielded nine cigars-five of them broken and the rest bent-and one half pound can of salmon, with a picture of the fish's face on the can like that of the man who makes talcum powder. In a dim way Mr. Thomas had thought about us while shopping, and the sal- Snatched from the brink of the grave

twelve over a frozen Sunday in the wilds of Omaha. He was a good provider.

It was much too much. Mrs. Thomas gave vent to a cry of rage and despair and threw the can at her husband's head. Her opening shot was wide and high. The can crashed into a pictorial family tree on the wall and jarred three generations from the branches. This was doing pretty well, as the slaughtered relatives belonged to his side of the house. A return shot by Mr. Thomas, whose aim was not steady, broke the tail off a plaster of paris pug dog viewing the carnage from the mantel. Whoever got the can first had the next throw. Five times the deadly canned fish hurtled through the windows, but as the outside shutters were closed the combatants got their ammunition back by reaching into the shattered panes.

In the midst of the battle the woman fell back on her wrongs and burst cure, and, in a voice that dulled the storm outside, he said he was a ruined mechanic.

"Disgraced and bulldozed in my own home, what have I to live for?" howled Mr. Thomas. "Nothing whatsoever. I'll end it all!"

Tearing off his coat and hat the outraged parent and provider, pale with the resolve of death by his own hand, lunged out of the house and slammed the door.

"Help! Save him-Lewellyn, come back!" wailed the wife. "Oh, he's

All hands hustled to the rescue. The gentleman who boiled the pig iron, two molders boarding there, one son-in-law, three grown sons and myself comprised the party. We found Mr. Thomas in a drift, surrounded by the blizzard. One leg, slightly in advance of the other, was bent at the knee, and his arms were folded across his chest. In the ghostly light of the storm he resembled "Is this the way I brought you Mr. Washington standing in the bow up?" she demanded. "Trained you by of the boat the night that hero cross-Mr. Washington standing in the bow on Lewellyn's hot bald scalp melted, trickled into his hair and froze. His flowing side whiskers retained the snow, with lace curtain effects, until his face presented a bird's-eye view of parlor window.

"Don't touch me," Mr. Thomas said, in hollow accents, as the rescue party closed in. "I'm freezing myself to death."

"Oh, Lewellyn, don't do it," begged the wife. "Come in by the fire, like a good man."

"Never," hissed Mr. Thomas. "I freeze to a corpse right here. Fare-

Turning so that the blizzard smote him in the teeth, the suicide waited for the end. I was appalled, never having witnessed violent death in any form. But before his gentle spirit fled two sons fell on popper from behind. The rest tackled him all over, and in a few minutes the back yard was cleared of snow and Mr. Thomas.

loving arms of his wife about him. Mr. Thomas shed some sloppy tears.

He had been cruelly abused in his own home, but bore no malice. Forget and forgive was his motto, and Lewellyn made good by falling asleep and forgetting that he ever lived. All this happened so long ago that I forget just what did become of the can of salmon.

In the next chapter I am among those present at a Polish wedding and observe the lady with the high in-Charles Dryden.

Sing a Song of Microbes.

Sing a Song of Microbes.

Sing a song of microbes,
Dainty little things,
Ears and eves and horns and tails,
Claws and fangs and stings.
Microbes in the carpet,
Microbes in the wall,
Microbes in the wall,
Microbes on my money,
Microbes in my meat and bread,
Microbes in my meat and bread,
Microbes in the butter,
Microbes in the whisky,
Microbes in the whisky,
Microbes in the whisky,
Microbes in the whisky,
Microbes in the beer,
Microbes in the bed,
Microbes in the bed,
Microbes in the bed,
Microbes in the bread,
Microbes in my head.
Microbes in my head.
Microbes in my hoad and boots,
Microbes in my brains,
Friends are little microbes,
Enemies are big,
Life among the microbes is—
Nothing "infra dig."
Fussy little microbes,
Billions at a birth,
Make our flesh and blood and bones,
Keep us on the earth.

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AN EXACTING ART.

Lacquer Making as Conducted in Pekin, China.

The Tartar chief workman, who alone in Pekin seems to know the secret of carving red lacquer, used to be called into the palace frequently to repair different objects, and having, after many unsatisfactory attempts, succeeded in perfectly restoring pieces of broken carved lasquer, it struck him as a good idea to keep his assistant at the work all the time, and manufacture new pieces.

In this dry climate, away from the sea, there are more difficulties in managing the lacquer in its progressive stages than in Japan; but, in his stone floored, thick walled and heavy roofed bit of a house he manages to maintain an even temperature and to get moisture into the air by constant sprinkling.

The sap of the lacquer tree, the fine varnish, whose drying in consecutive layers constitutes lacquer, comes to him from Yunnan and Kweichow provinces. Powdered cinnabar gives him the red color and a mixture of "a blue and yellow powder that comes from Canton,' gives him the green colors.

These mixed lacquers, in thick, sticky liquids like honey or molasses, are kept in covered crocks or bowls, and the workmen apply them vith thin blades or brushes that distribute thinnest, even washes of the precious paint over the wooden founlation of the object that is being coated.

The surface of a wooden box is coated over with dark green lacquer, and put away to dry in a dark cupboard, whose sides are constantly sprinkled with water. After drying for a day in the moist air, another coat is applied, and it is again put in the damp cupboard to dry. This continues until the object has been coated fifty times with dark green lacquer.

The general outline of the design which is to be raised in relief above the green ground is drawn on, and the groundwork is then carved over with fine wave, diaper and geometrical designs. The successive coats of red are applied and dried and gradually little islands of red appear above the green level.

Eighty coats of red lacquer are applied and dried, and then the outlines of the flowers, the symbolic objects, the figures, landscapes, or natural objects are sketched on, and the workmen begin carving out the relief ornament of the two color piece of lacquer. Their tools, chisels and pointed knife blades are like the wood engraver's tools, but the Chinese sans gene and indifference to elegancies or proprieties are evidenced by the way in which the little cutting blades are merely tied in between two slips of bamboo and wound round with a dirty rag.

There is nothing of the Japanese simplicity and exquisite neatness of implements and surroundings that and ornate. So far have the Japanmark the workroom of a lacquer artist in the other empire.

Chinese workmen chip away and cut away into the quarter inch of red substance which is only about as hard as cheese. As the thin little chisel, with a blade less than an eighth of an inch wide, cuts under and lifts up a chip of red lacquer, and repeats that all around a peony flower, until it lies in relief upon green leaves that rest upon a finely carved geometrical ground, one has to greatly admire the skill, the sure touch and the directing eye that can work out all the modeling of the flower petals from the few hair strokes sketched on the surface.

As a still smaller gouge went over the work, rounding the edges of petals and giving them relief, a graceless foreigner remarked that the tools and processes were all fearfully like to the chiropodist's instruments and art.

"Oh, yes," said the silk clad overdirector, "many Chinese people have said that," and the laugh was against the barbarian, whose original remark was as old a chestnut as the art of carving lacquer in China.

A large table, some large, round cake boxes, several pairs of double gourd bottles, a table two feet square, and several frames and trays were being coated and dried. An exquisite pair of little peach shaped cabinets for holding jade ornaments were being repaired, and the workmen at the tables in front of the house were carving out ornamental frames in gourd shape which would inclose wood panels inlaid with jade lettered poems.

This little establishment, having begun by mending the old pieces of lacquer in the palace, has gone on repeating or copying the infinite number of designs that came from imperial ateliers in Chienlung's time, and in this way has made no mis-

"The empress dowager is fond of these red things, you know," said the director, who further explained that many of the finished boxes, and gourds, and framed poems he had shown us were pieces long ago ordered as her birthday gifts. great seventieth birthday celebration falls this November, the other pieces in hand are being pushed to completion for offerings at that same time.

A pair of gourd shaped bottles that proved to be two story sweetmeat boxes are destined for the dowager's birthday. A duplicate pair would cost a thousand silver dollars, for even a small flat trava little larger than one's palm has been six months in hand, what with the 200 coatings of color and the slow, careful carving of almost microscopic fineness by workmen who receive the enormous wage of sixty silver cents (\$0.30 United States gold) for each day of good ten hours' work.

Lacquer work is seen in its perfection only in China and Japan. It is used for every purpose, useful ese carried their love for the beautiful, enduring varnish that even in Slowly and patiently these young some of the new Pacific steamships

which are to ply between Yokohama and San Francisco the woodwork of the first class cabins, the smoking saloons, and the music rooms is incrusted in lacquer, brilliantly decorated in gold and crimson, and frequently carved in the highest style of the Oriental art.

Eliza R. Scidmore.

Ground and Lofty.

"Where are your coffee mills?" asked the customer.

"In the basement," said the floorwalker.

The customer went to the basement and bought a coffee mill.

"Now I want some cups and saucers," he said.

"You'll have to go four floors up for those," the salesgirl told him.

He went as directed and purchased his cups and saucers.

"Now," he said, "I'd like a pound of coffee."

"You'll find that on the top floor." He proceeded to the top floor and got his coffee.

"Say," he asked, "is there a department on the roof?"

"On the roof? No. Why?"

"Because my wife told me to buy a cook book, and I didn't know but I'd have to go up there to get it."

The trouble about love at first sight is that too often it departs as suddenly as it arrived.

If a man had to endure the morning after the night before he would probably act differently.

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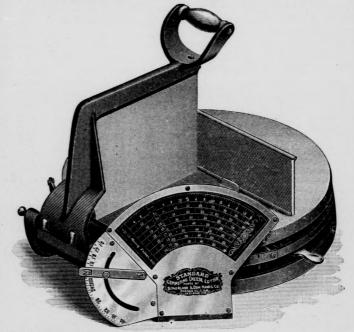
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THE DREADED DISEASE.

Steady Increase in Prevalence and Mortality of Pneumonia.

That pneumonia is steadily on the increase, and that its proportion of mortality has by no means been diminished by any of the arts of advancing science, are statements easily confirmed by any one who cares to follow the medical discussion of the Why this is so may be explained by others of "the wise ones," but what pneumonia really is, as well as how to try to prevent its spread, ought to be a matter of more common knowledge.

The individual is more interested in prevention than in laboratory studies or statistics, but he should be aware of the fact that he usually carries about with him a few germs of the disease, and if these pneumococci are harmless enough on the healthy mucous membrane of the mouth and throat, it is not wise to treat them with scorn, for they await only a favorable opportunity to creep into the lungs and to start the blood boiling into that febrile and dangerous state called acute croupous, or lobar pneumonia. Pneumonia is, therefore, an infectious disease, in which the individual may infect himself or become infected by a specific germ; but there is this difference, that in a typical infectious disease the germ must be transmitted from one person to another, who may be in the best of health and offer reasonable resistance to the invasion, while in pneumonia the individual is almost always exposed to the germ, which must wait until some depressing influences disturb resistance in the poor fellow, so that this germ may thrive as he desires.

Medical science would like, of course, to find some positive way of treating pneumonia, and it is not at all impossible that a serum-such as that nowadays called antitoxin for combating diphtheria-may be developed, so that the disease can be throttled, so to speak, in a specific way; but even then prevention has its blessings, and he who learns to take care of himself so as not to catch pneumonia may laugh at antitoxins and germs. At present he is much safer if he places no dependence upon such treasures as serums, but makes up his mind to avoid the disease altogether, for, with a good, brisk attack, there is one chance out of five that he will yield completely to the disease and die.

Certain climates are, perhaps, less favorable to the spread of pneumonia, but this is questionable, because custom and habit in a people greatly modify the infectiousness of the disease. It is shocking to say so, but tobacco smoke has an inhibitive action on the germ, and cigarette smokers have been known to keep their throats free from germs thereby, in pretty contrast to those friends who cultivated these vegetable micro-organisms instead of the weed. Far be it from me to encourage the use of tobacco, but I support in continuing at least one redeeming vice. Undoubtedly a bet- quicken into new life all those germs

growth of germs is by persistent care membrane, we catch a cold, and some of the teeth, cleanliness of the nose of us experience pneumonia. and throat, which means not only an attempt to keep free from catarrh that the crowded city life is more but also a frequent wash with some dangerous so far as this particular antiseptic gargle and spray, used as disease is concerned, nor that dwellone might use soap and water for ers in our flats and office buildings this: Do not worry, avoid physical factor of modern life makes us more and mental exhaustion, as well as er, and do not catch cold.

How easy to deal in generalities, and how hard to follow them! We can not all or always rest when we are weary, nor stay at home when it is wet or cold, and is there any way to ward off, or at least to reduce to a minimum, that source of all evil, "catching cold?" Is there anything in modern life making the victim of civilization more susceptible to a sneeze and the running at the nose which we think is part of us? I say modern life and civilization you quietly help. intentionally, because we know that the Eskimo has one, if no other, advantage over us-he rarely has pneumonia, so long as he keeps to his frozen North, but once let him become civilized, that is, put on our clothes, live in a city, or, probably worst of all, shut himself within four walls, where ventilation is neglected and where the cold without is excessive compared to the heat within, he gets a chill, he has pneumonia, and usually he dies, because his lungs have not acquired resistance, or his blood has not learned how to develop the kind of stuff that kills the germs or destroys their poison.

We know from history, too, that the handkerchief, as a necessity (and probably as an ornament), is a thing of comparatively recent invention, and that when our aristocratic ancestors three or four hundred years ago ate with their fingers, slept with their clothes on, and kept warm in winter before a drafty, open fireplace, they did not have to blow their noses! In other words, they didn't need handkerchiefs, because they did not so often catch cold.

There is a lesson in this, of course, but I question whether we can learn With all the comforts of it yet. modern living we introduce too much luxury, we coddle our bodies, but do not take the best care to toughen them, and one of the most harmful conditions under which we Americans place ourselves is in that of artificializing our atmosphere. We could wear what thick or thin clothing seemed to suit us best if we did not change our temperature and proportional moisture so violently. We could stand the cold better if we did not have so much heat. We sit and stew in a steam heated house; we shut the windows to keep out the draught (that's all right if we found some other way of admitting fresh air and natural moisture); we breathe impurities incessantly, and then, with neither the skin nor lungs ready for the change which must be made, we throw this in for those who wish rush out of doors, drive the blood inward (that's a nice, popular phrase),

ter way to subdue too luxurious a that do not belong on the mucous

I do not try to prove by statistics the body and hands. Doctors de- are easier prey to this disease, but light in giving such sage advice as it can not be doubted that this one susceptible to pneumonia, and that undue exposure to inclement weath- if we had a purer atmosphere, kept our skin at a more uniform temperature, did not, in search of comfort, heat our houses too much, while at the same time drying out of them the moisture present in respirable air, the deadly increase of pneumonia might be checked.

Albert B. Hale.

Practical Philanthropy.

"I suppose," said the plain person, "you are often deceived by apparently deserving objects of charity whom

"Yes, indeed," replied the great philanthropist; "it's just like throwing money away. The very people you think will advertise you most never say a word about it."

His Pride.

Mrs. Jones-Did Smartly give you that plugged dollar? Why don't you give it back to him?

Iones-If I did he'd think it was because I couldn't pass it off, and I don't want him to think that I'm not just as smart as he is!

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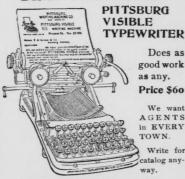
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Regarding Some Injustices in Business Life.

Little Mr. Sizer came back after awhile and sat down by the stove.

"How'd you get along, Small?" asked the veteran.

"Oh, I sold him," answered the boy, carelessly. "I sold him, but I tell you, Mr. Laster, some customers just make me tired, and that man was one of them."

"For why?"

"Well, he comes in here with those two kids of his, and I waltzes to the front with my glad smile, and it's 'How do you do, good afternon, sir, pleasant day, and what a nice pair of children, and is there something in our line, to-day." You know the conversation.'

"Somewhat," said Mr. Laster, smil-

"Well, I gives it all to him in my glad little girlish way, just the same like he was the bong of the tong, and was likely to buy golden boots with got something cheaper?" gimp on them-the 'All customers

"Like I told you," said Mr. Laster. "You know you said that when a customer comes in a salesman's mind ity comes up to meet the price comshould be a blank as to who he is. what his position in life is, what his reputation is, what his record as a troublesome customer, and all that, and start right in on him as though he had never been in the place before, tions in Laster & Fitem's advice to and try to sell him what he wants, e he king or peasant. That's the way like you spoke."

"That was the way," said Mr. Las-

"Well, I did all that, but he didn't do his part. He didn't smile back, into my sweet, fresh, young face, he didn't seem particularly pleased that he was being received in due and ancient form as required by the Laster & Fitem ritual. He didn't say a single word for nineteen seconds, and I had to ask him again would he honor us by looking at some of our peerless footwear, though I did not use those wordings, and I almost had to put him through the third degree before I could get him to commit himself."

"Did he finally commit?" queried Mr. Laster.

"He did. He was looking around to see if he could get a pair of shoes that would suit him for the little girl, and you know, Mr. Laster, that if there's one thing around your place that little A. Small knows all about it's shoes for little females."

"I acknowledge it," said Mr. Laster.

"You know that you always said that a shoe retailer's sixth sense is the ability to size up a customer, and know what style and price shoe should go with that particular customer."

"I know it."

"Well, I exercised my heaven given gift, and I knew beyond peradventure, as it says in the dictionary, that the Scheuzenfiter Shoe Company's flexible salamander grain was the shoe that belonged with that little girl, just as the mark, cost \$1.18, net, sell for \$1.50, belonged with her papa's pocketbook, and I trotted them out. The man did not look at them as though he cared. He did not ask the price, he let me guess at the size, and he manifested no interest. I tried them on. They fitted like every good shoe dealer's wings will fit in the great beyond."

"In the great beyond," echoed Mr. Laster, solemnly.

"Well, what do you suppose the man said?"

"How much does them shoes cost?" answered Mr. Laster promptly.

"He didn't say anything of the kind. He asked no questions. He asked no questions. He just marked, 'Haven't you got something cheaper?' 'Why,' I remarked, with surprise showing itself in my tone, in spite of my efforts at dissembling, 'Why,' I said, 'you haven't asked the price of these yet!"

" 'I know it,' he said. 'Haven't you

"Why, yes," I responded. "I have, come into this store equal,' like you told me, Mr. Laster."

Why, yes," I responded. "I have, but these are only \$1.50 the pair, and told me, Mr. Laster." best shoe for the money in the world. It is the happy medium where qualing down, where quality has strained every nerve to reach up a hand above all competitors to grasp the hand of price on the bottom step. You are conversant with the simple conversayoung salesmen?"

"I'm conversant," responded Mr

"But all he would say was something cheaper. Then I showed him the \$1 shoe, which we get from the jobber, which costs 78 cents, 2 off 10, or 30 days net. You know it has a leatherboard innersole, and a composition counter, and that the superstructure and gun deck, as it were, are not much beter.'

"I know," broke in Mr. Laster, shaking his head sadly, "and the mains'l, tops'l and jib are sheepskin, under another name, which is much more sweet."

"They're \$1," I said, without waiting for him to ask. 'All right,' he said, 'wrap them up,' and he produced his wallet in which were other bills of larger denominations, quite a bunch of 'em, abstracted a \$1 bill, paid me and departed. Now, I've got my idea of that sort of a man. I hate 'em."

Mr. Laster did not say anything for quite a long time. "Let me see," he remarked, finally. "How much are you getting now, Sizer?'

"I get \$8 a week," replied A. Small. "Now, you board at home," continued the old gentleman, "turn a few dollars each week as sort of board money to your mother, say about \$2 a week. I'm not prying into your private affairs."

"That's all right," said Sizer, "that's just exactly what I do turn in."

"You have \$6 left, of which about 50 cents goes for laundry, 50 cents for cigarettes, \$2 on the average for clothes, \$2 into the loan, and you have than you are. He has been married

"Never yet," respo ded young Sizer, warmly.

Mr. Laster did not heed the interruption. "The man whom you have just attended is considerably older long enough to raise the children you

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We want you to know that we have a very desirable assortment of job RUBBERS in FIRST and SECOND QUALITY that we are offering at a price that is both attractive and interesting.

BANIGANS to-day are conceded to be the best wearing rubber on the market, and it will not be amiss for you to embrace this golden opportunity to anticipate your immediate needs in this department. The assortment at present is good-all the different STYLES, TOES and WIDTHS-but orders will be accepted in case lots only subject to prior sale. It will be worth your while to personally call or mail your order at

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saw. His father and mother could A Report on Rubber Culture in not help him if he would. He works hard every week day in the foundry and gets \$1.50 for every day that he works. Sometimes he is sick and gets docked, and sometimes the foundry shuts down for a few days and his pay stops. He gets \$1 a week more than you do. He pays, probably \$2.50 per week house rent, \$2 a week grocery bill, \$1 a week meat bill, and the rest has to do to clothe four people, pay a little life insurance, buy school books, lay a little aside for a day of rain, give a mite to keep religion going and provide something to separate eight busy feet from the great, round, rough, humpy world.

"He tries to live entirely within his means, and pays cash for everything he gets when he gets it. It must be a struggle, for I did it once myself. I haven't a doubt that that man knows, as you say, that the other shoe at \$1.50 is better economy in the long run than the one he took at \$1, but the trouble is, he can't wait for the end of the run. He's got to have something at once, with only so much money to get it with. You notice that he told you he wanted some shoes for his little girl. I have no doubt that both of them needed shoes, but he could spare money only for the one pair. He paid for them in cash, gave us a profit of better than 22 cents and went away, and yet your heart is troubled."

"Well_"

"One moment, let me finish. We shoe men get too much into the notion of looking at every person who comes in as legitimate prey, and failing to consider them at all as struggling fellow beings. Of course there will always be some good shoe dealers and bad shoe dealers, but I take that all of our family in here want to be good shoe dealers, treating our customers as our friends. We should try to put ourselves in their places, and to look at the subject from their point of view. Try to be helpful to them, and if we do that, while we may not be even as successful financially, as another class of shoe dealers, who think only of selling as much as possible at as great a profit as possible, we shall be a great deal happier and a great deal more helpful."

"I suppose that means selling that \$9 a week man that sheepskin shoe for \$1 cheerfully, doesn't it?"

"Why-Eh, in that case-I Eh-"Never mind, Mr. Laster. I think I get your idea, and I'm ashamed of myself that I forget the good side of things so often, but here comes Old Nigger Peter Schuyler with a prety comfortable jag on. Will you go forward and put yourself in his place and look at things from his standpoint, or shall I?"

And Mr. Laster smiled and waved the young Mr. Sizer to the front.-Ike N. Fitem in Boot and Shoe Recorder.

It costs the people of the United States \$251,457,625 to maintain their public school system, but they expend the enormous sum cheerfully and with the consciousness that it is money well spent.

Mexico.

An example of such heedlessness as often inflicts incalculable injury on American interests was furnished by a vice-consul in Mexico, who saw that most letters received at that consulate asked about rubber culture. In reply he wrote a report in which is no indication that he got information from any well-informed source. It is asserted that he had never even seen a region in which rubber trees grow, therefore from his own observation had no knowledge of the subject. If that is true, his report should have less influence than should one from a person who has seen rubber growing. The vice-consul's report can be little more than a repetition of stories gathered from sources which may, or may not, be trustworthy.

To one who knows well the countries in which Castilla trees grow, the report mentioned must appear to be nothing but a repetition of generalities, of rumors and of assumptions, none of which are supported by sound evidence. Were it not for the harm it has done, and may yet do, space would not be given to reviewing it; but since it injures the interests of many worthy people who have invested millions of dollars in a legitimate industry, careful consideration may well be given to each assertion made by that report.

Such review should not be taken as a reflection on the motives of the official however it may discredit his discretion. It is perhaps just to assume that his motive was to save his countrymen from loss and that he was befooled by those who themselves were ignorant of the subject or who had a design in leading him to defame all American rubber companies. Such good motive is suggested by the viceconsul's statement that "a number of Americans have, to my own knowledge, purchased stock in fake rubber-plantation companies after having been warned by reliable persons against such investments."

The report fails to suggest that there are rubber companies which are not fakes. It is true that among the hundred or more rubber-culture and rubber-trading companies there have been three or four frauds, but they were soon exposed and put out of business. If people actually did continue to put money into such concerns after having been warned by reliable persons, they should blame none other than themselves for loss of that money. Evidence that many were guilty of so great a folly would be most interesting; but the viceconsul cites no evidence for that or for any other of his assertions. He wrote:

A number of other Americans have made trips to the tropics of Mexico, made trips to the tropics of Mexico, meanagers and shown a few rubber trees, and become satisfied that they knew all about rubber culture. Afterwards they have asked the opinion of old residents of that section on the contract and have gone away pitying subject and have gone away pitying them for their dense ignorance, be-cause they were unable to see the immense fortunes to be made in rub-

That paragraph seems to give an impression that managers wined and

who would allow visitors to go un-

dined visitors to bribe them to close usually so wedded to old habits as their eyes to objectionable conditions, to be practically incapable of seeto make them see nothing but ing rich opportunities that lie in their good where evil existed. But what way every day. It is literally true would be said of a plantation manager to this very hour many such old residents use such implements of agrifed? And wine at dinner there would culture as were common before the be as much a bribe as would a cup of birth of the Saviour. One could fill a volume with tales showing their in-Old residents of tropical lands are ability to see great natural wealth

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

over which they stumble every daytales vouched by those who have many times seen that inability. Nor is the old resident of tropic-America by any means alone in this blind-Thousands of proofs on every ness. hand here at home show that Americans are quite as blind to their own What value has the opininterests ion of such people? "Eyes have they, but they see not," is as true to-day of millions as ever it was of any. Old residents in banana lands could see no profit in that fruit before Americans proved to them that great riches lay there; and to this day those natives have no large part in producing the fruit that gives millions of dollars of profit each year. The opinion of the old resident may be set aside as of little or no value. Says that report:

Theoretically, rubber culture is very alluring proposition, but thus far it has never yielded any practical re-sults. It was experimented with for years in other countries before cultivation was undertaken in M ico, and, according to a recent report of the United States Department of Agriculture, the experiments have always been failures. There is as yet no good reason to believe that its cultivation in Mexico will prove any more successful than it has in other

Scarcely a decade has passed since Americans took up rubber culture; and very few concerns have been in the business more than five years; therefore practical results, if by that is meant harvests of gum, would not be expected by any one who knows anything about Castilla elastica, for it is commonly thought that such trees should not be tapped or bled before they are at least six or eight years old, and that it is better to let them reach the age of 10 years before gathering milk from them. The manager of the Oaxaca plantation on the Isthmus of Tehuantepec made a series of tests, manifestly with intelligent care, and found that the latex oozed from the bark of young trees so slowly and in such small quantity that it would not leave the cuts. Those trials resulted in getting 2.5 ounces per tree when the trees were of an average age of 44 months, the oldest being 78 months old and yielding 7.75 ounces.

Evidence has been offered that shows that 5,000 cultivated Castillas gave, in the years 1899 and 1900, 12,000 pounds of gum. The editor of the India Rubber World, telling of a plantation in Ceylon that he visited, says that "the oldest trees on this plantation, by the way, are 18 years and have produced three pounds a year." No one who knows that paper will doubt any statement that it may make editorially; and in its July number it said: "If rubber cultivation in Mexico proves onehalf as successful as on the older plantations in the Far East visited recently by the editor of the India Rubber World, the planters there will have no reason to feel disappointed." Our vice-consul says:

The cultivation of rubber is based upon the supposition that the supply of wild rubber will one day be exhausted or greatly curtailed, but this hypothesis is entirely uncertain. The regions from which the supply

now comes are still largely unex-plored, geographically and botanical-ly, and the discovery of new areas of rubber-producing species is not in-frequent and may continue for many frequent and may continue for many years. Moreover, the progress of science may enable the extraction or rubber from juices not now utilized, and the discovery of such a process might change the entire aspect of the rubber industry. There is always the possibility also, of the discovery of a such as its syngles. substitute for rubber, such as its synthetical manufacture from turpentine, which has been experimented with.

Thus a slight increase in chemical a slight increase in chemical knowledge might at any time change the whole situation.

For the declaration that the cultivation of rubber is based on supposition, and for the rest of the paragraph last quoted, the vice-consul can have little or no support other than supposition, pure and simple. If it is well to publish officially suppositions so calculated to damage moneyed interests, is it not quite as fair to suppose that shrinkage of supply of gum will keep pace with the destruction of rubber trees, which it is well known is going on; and that attempts at producing artificial rubber will long fail, as all such efforts have completely failed? For no one doubts that the consumption of the gum increases and prices rise faster than the potential supply grows.

It would be interesting to learn where and how the vice-consul discovered that "most Americans have an idea that rubber is a product like wheat or corn, to be obtained from a given tree. The idea is quite erroneous. It has been estimated that 1,000 different species contain rubber, though commercial quantities have been obtained from only 40 or 50.'

Unwittingly, the report gives a reason for such co-operation in culture as has taken so much money to Mexico during the last ten years. Such union of means enables the investors to study the various kinds of rubber trees, the soils and other conditions more thoroughly than the individual could afford to study them, and thus to avoid many risks and errors. The vice-consul continues:

A South American going to New England for the purpose of producing maple sugar and planting a grove of maple trees of a different species from that which produces maple sugar would be considered a ludicrous figure. How, then should an American be considered who goes to tropics to raise rubber and sets plantation of rubber trees without knowing anything of the botany of any of the numerous rubber-producspecies? If the same South American talked about paying the penses of his enterprise from apples and green beans, he would not be any wilder in his ideas than the Americans who talk of paying the expenses of a rubber plantation by raising corn and other products.

As was shown in the New York

Commercial recently, it will be quite easy for planters of rubber on the Atlantic coast of Mexico and of Central America easily and surely to make dividends equal to 10 per cent. on \$375 per acre, annually, on a single one of such other products. Ignorance of this fact can scarcely be excused in one writing for the information of the public on a business topic.

Again, the report tells the world

that "it has been found by experimenters in other countries that a lke the Iceman rubber producing tree which will flourish in any given locality will not necessarily yield rubber. The first experiments in rubber culture were naturally made with the Para rubber tree, the one best known." Hule or Castilla was thoroughly studied, and well known generations before Hevea, from which comes the rubber of Para, discovered. The assertion is made that it was planted in regions which were apparently exact duplicates of those where the wild trees grow, but for some reason the experiments were made in different countries with various rubber-producing species, all with a like result." But nothing is said of the experiments that have shown results, which are, to put the case conservatively, at least encouraging. Again, he says:

In Java the Dutch experimenters are said to have come to the conclusion that, even if the experiments were a success, the expense of running tropical plantations, the difficulty of obtaining honest and competent competent administration of the estates, ignor-ance of how to collect the rubber and to spare the trees, and how to propercure the rubber, would make rubber cultivation unprofitable.

If in Java ignorance, dishonesty and other difficulties have led the Dutch to believe that rubber-growing in that particular part of the world will be unprofitable, it is not quite clear that this shows that other people may not do better where conditions are more favorable. Americans are the last in the world to admit that a thing can never be done, because it



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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

never has been done. They quickly by Americans in other countries esfind ways for making easy that which has been deemed impossible, for failure by others merely spurs the American to greater effort, and success follows.

Disregarding the experience of others, or perhaps quite unaware that ment is the enemy of every producer others had experience in that direc- and of every capitalist in the land. tion, the vice-consul reports that the "use of the Castilla elastica, the tree which is being cultivated in Mexico as a shade tree for coffee plantations, does not seem to have been a great success, as the rubber tree does not thrive in places where coffee will grow, and vice versa." The truth, known by many and easily learned by all, is that the Castilla trees do thrive in the same field with coffee. This reproachful look through her glasses: does not mean that rubber finds its best field where coffee thrives, or that coffee produces its best quality or largest quantity where Castilla is most at home; but it is true that both thrive fairly on the same ground.

A truth that seems wholly to have escaped the vice-consul is that there are a number of varieties of Castilla, and that some of these thrive and vield abundantly where others of their kin will not do so. Some of them are hardy, others easily damaged or killed. The vice-consul adds:

Just now there are many different views held by persons who know something about this subject as to the conditions under which the Castilla elastica will thrive and produce rubber, but they all seem to be agreed that the work must be be agreed that the work must be carried on in an insalubrious climate, where labor is scarce and uncertain, and where unlooked for obstacles are constantly arising. Rubber prospectively arising. constantly arising. Rubber prospectuses continue to publish estimates, or rather guesses, made 25 years ago, and to quote the glowing statements of persons who have long since repudiated them.

Years of personal experience in re-

gions where Castilla is most at home; weeks of canoeing, camping and tramping through forests with rubber gatherers, wet a score of times a day by tropic showers, and dried 'as many times by tropic sunshine; days of wading through rivers, creeping through grass and brush; sleeping on sandbars beside rivers, or in canoes on lagoons; eating to-day of abundance of beef and bread and fruit; to-morrow pulling through on half a dozen bananas; the next day luxuriating on a diet of monkey or lizard or parrot and plantanos; weeks and months of living on the sandy shores of lagoons-if years of such experiences warrant an opinion, then one may say that culture of Castilla need not be carried on in an insalubrious region. In fact, a large part of the rubber producing regions of Latin America is more healthful than most of the United States east of the Rockies, and is vastly more equable and agreeable in climate, particularly in summer, than is any part of the Middle or of the Eastern States so far, at least, as weather goes.

Reason no longer exists for trying to keep American capital, energy and skill from going to foreign fields, for here are more than will be used at home. American producers feel the need of markets abroad for their surplus, and every new mining, agricultural or other enterprise set up little is unfair to yourself or the firm.

tablishes there a new center from which American influence will spread. and through which demand will come for the products of American mines. and forests, factories and farms. He who wantonly discourages such move-

For Small Packages.

The New York girl was about to go shopping with her Boston cousin. What do you carry that thing for?" she asked, in a not too respectful tone, as she glanced at the cousin's Boston bag.

The cousin gave a little start of shocked surprise, and said, with a

"Why, I intend to deposit my purchases in my bag. I always take it with me."

This last was almost a tone of awe, but the New York girl only muttered, 'That's right; you do."

"How do you dispose of your small parcels?" asked the Boston girl.
"You'll see," was the answer, as they scrambled off the elevated.

When they reached home after a weary eight-hour day the shopper from the Hub had been thoroughly initiated into the New York method of stowing away dry goods of small bulk. It seemed incredible, but with her own eyes she saw her cousin draw forth from the voluminous front of

her shirt waist: Two pairs of gloves. Two pairs of stockings. Four yards of chiffon veiling. Several turnover collars. A remnant of wash silk Half a dozen handkerchiefs One bunch of bargain ribbons. One package of hairpins. One box of nail polish. One pompon. One made-up-free-of-charge bow. Five skeins of embroidery silk. Cord for sofa pillow

"I should think that you would feel like a shoplifter or an ostrich," said the Boston girl.

"Beats the Boston bag to death," said the New York girl.

Queer Taste.

Cows' milk is said to be abhorred by the Japanese, and rabbits are never eaten by the Abyssinians, who explain that rabbits are too much like big rats. The natives of the Sandwich Islands would not take caviare for a gift. Cheese in Mexico is simply curds desiccated and pressed in pancake shape, and even then it is patronized only by the Caucasian coloniists. The half breeds accept it with hesitation, and a two ounce slice of limburger would stampede a tribe of mountain Indians. They resent it as a practical joke in questionable taste. But why the Koreans eschew ice cream, as a traveler reports is the case, is less easy to explain. Perhaps they share the Japanese prejudice against dairy products or the Chinese predilection for superheated tidbits.

It sometimes happens that too much profit is worse than not enough. Too much is unfair to the customer; too

Autumn Glass

Our fall business must be a "RECORD BREAKER." 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

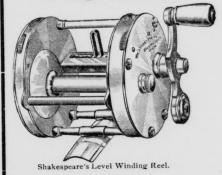
Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Newberry Streets Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.



FISHING TACKLE



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

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

HUNTING FOR WORK.

Experience of a Woman in a Cruel City.

The Tradesman of last week contained the story of a man who spent six months looking for work. I, a woman, can discount that story. Iwas workless, homeless, practically penniless for nearly two years, and a woman in "hard luck" is infinitely worse off than a man in the same position. The irony of fate is apparent here as elsewhere. All sorts of circumstances and conditions combine to render the unsheltered woman a helpless creature. Yet few helping hands are outstretched toward her as compared with her brother in a similar

Never mind how it came that I arrived in the city two years ago, poverty stricken, seeking employment. Suffice it to say that misfortune, not wrongdoing, had caused my distress, although I suffered for it as though I had committed the unforgivable sin. I was rich in hope when I first started looking for work. Now, though, I am no longer hungry and have even a few dollars laid aside for future contingencies. I-if I had a girl child to care for, I'd think it small sin to kill her to save her from such times and days as I have known.

I can write a little, now and then, when the mood is upon me. I've had stories printed in this paper. But the "nose for news" is not mine, alas! nor can I depend upon my creative abilities at all times. I understand stenography, but a slight deafness hampers me in this direction. The only stenographic position I've held for more than a week since my hearing was dulled by exposure is that of secretary to a man whose wife is madly jealous of him. I'm holding it now, after nearly two years of workseeking. Nobody could possibly be jealous of my looks.

I've read proof, and done it well. When I hadn't been long in the city I did this work steadily for twelve weeks for a small publishing house while the poor old man they paid a dollar more than they did me struggled through a severe fit of illness. When he came back I asked for a recommendation. My former employers dared not give it. I did not belong to the union; to admit that they had employed a non-union worker meant trouble. The union, I later learned, does not care to admit women, although some women are now recognized as members. Without the union card-the unprocurable union card-I soon learned that good positions of this order were impossible And yet it is the kind of work woman can do best.

I sought this work for a long time, one or two kindly men trying to help me. Not finding it I tried to secure some sort of a clerical position, bookkeeping, bill filing, addressing envelopes and circulars, anything. Needs must when the-growing dread of hunger drives.

Everywhere I failed. My appearance was against me. Decently dressed when I came to the city, my

buy no new ones. I was compelled to live in the cheapest places, and I had no facilities for the feminine "touching up" that makes such a difference. Black sateen shirt waists are serviceable but unbecoming to most women-peculiarly unbecoming to thin, dark creatures, none too young, and with anxious, weary eyes. am only 37 and much stronger than I look: I have quantities of good work left in me. But every time I answered an advertisement in person and I answered hundreds-I received fresh discouragement. Men would come into the outer room where the applicants for work waited, glance the crowd over, select two or three for preliminary interrogations. I never was one of the fortunate group.

"You're too old for this sort of work," one blunt but not unkindly man told me, when I besought him for employment. "We pay only wages suited to young girls."

"But I can live on less than a young girl," I answered, "having less vanity and desire for fine clothing. And I'll work more steadily. Give me

But he shook his head, frowning.

"You wouldn't look good to the people who come in the office," was his dictum. "You'd be a poor sort of advertisement for the firm."

The next week, when I was trying for work as a waitress-I'd been hungry three days and had just learned that in many restaurants the "girls" have two good meals a day supplied them, with a couple of hours "off" in the morning and afternoon, during which other work seeking is possible-the man I first asked for this kind of employment was even more brutal.

"Good Lord!" he exclaimed, roughly, "who'd want to eat with such a scarecrow as you around?"

But I learned a lesson from that man's brutality. I took to spending my 15 cents a day on rice and milk and cocoa; I must put on a little flesh somehow, not an easy thing to do on 15 cents a day. But the little money saved from that twelve weeks of work was so nearly gone that 15 cents was all I could allow.

I was living at a cheap lodging house now; to cents a night, with rolls and one cup of coffee for breakfast. It is a haven of refuge, that place, to many a woman, but it is not half large enough and there is not enough money to run it. However, there came a time when, having no money at all, I stayed there for nothing. And after a while, when there had been a change of matrons, something was said to me. Not said roughly or unkindly, but-well, there were so many new applicants nightly for beds made upon the floor. I had never before felt so hurt or insulted.

That night I wandered the streets. Don't talk to me of fire as a means of eternal punishment. I have only to conjure up the thought of that night-and I've only to shut my eyes once more to undergo its agony; it

times. Downtown it was awful after midnight. I fled to the west sidethe black shadows of the deserted streets where no one goes after dark. And the fears that attacked me! And other women sleeping safe on their pillows. I was afraid to death, when the long, black streets were utterly silent. I was more than afraid to death when I heard a footfall, a sound. But I lived through it somehow, and the next day I sought the employment office, where a kindly man had promised-long months ago-to secure me work.

So well fed he looked, so comfortable, so prosperous. A well dressed woman, his wife, left his desk as I neared it, adjuring him to meet her in good time for luncheon, to see that she had a good meal, with plenty of lobster salad. I was faint and weak with hunger. You don't know the thoughts that can come into a woman's brain and heart under circumstances like that. I'll admit it was wicked, but I could have slain that other woman for the insulting opulence of her pervasive perfume. The looked at me and frowned.

"Now, why didn't you come in yesterday?" he enquired-and I hadn't missed before in weeks! "Yesterday I was looking for you; had a position. I sent down to the lodging house for you and nobody knew your whereabouts. So I gave the work to another girl."

The world swung with me, and I faced that man in temporary mad-

"I had to leave that place because I had no money," I told him. "I spent last night in the streets."

Then, because I am but a woman, I couldn't keep the tears back. So I turned my face to the wall and struggled with them. I heard the man leave the room and call some one. and presently the girl who sat in the outer office had her arm about me, and was pressing a dollar into my hand. My pride suffered, but I ate a good dinner and slept warm and safe that night. It was in the late autumn, and that night in the river district had been bitterly cold.

I was looking for housework now -scrubbing, washing, anything. But never! Never for me.

"You wouldn't be worth a cent at the end of a good half day," woman told me. "I know your kind and just how you'd peter out."

"I never hire people who look as if they'd seen better days," said an-"They're never any good for other. downright hard work."

My appearance was dreadful by this time. It wasn't possible even to be clean, living as I was. And I hadn't a friend in the city to whom I could apply for help or shelter. I'd had no chance to make friends and I'd grown to distrust every one. The women I met in my never-ending search for work didn't mean to be unkind, perhaps; women are still new to the business world, and perhaps they don't understand. But, Oh, their looks and was a nightmare with me for months their speeches! Their open distrust thereafter-to know that I've already and their veiled suspicion! Their inclothes had grown shabby. I could expiated the sins of a hundred life- sulting queries as to whether I drank, human friend. My new friend is

took opium or was addicted to some other drug habit! Their still more insulting questions as to my religious principles and moral outlook! Their smug certainty that I could get work of some kind if I would! God help and forgive them, that's all!

And as for the men, my brothers! Well, if I did have that hypothetical girl child to care for, I'm sure nowalmost sure-that I'd kill her-unless I could leave her a fortune or insure her continuous employment. I'd come to be thankful long since that I was no longer young or attractive-since I couldn't get work. Yet a number of men offered me marriage when things were at their worst.

A day or two of odd cleaning or scrubbing now and then-I had never learned to sew, even if women would have trusted me with their goods or received me into their houses-with occasional jobs at putting up samples and the like-"extra girl" always-kept the bare life within me until spring came. During the summer things were a little better. I haunted employment offices unceasingly and got enough "vacation work" of a poor kind to keep me in 5 cent meals and buy me two new shirt waists. Once I had steady work at \$4 a week for a month. Ah! if it had only lasted. October, alas! found me still seeking employment. November, December-the weeks slipped on like a horrid nightmare. I had tried everything-everything but begging. Christmas greens had saved my body alive, but I think my soul was dying. Then, one day, I happened to meet a woman who had once seen me at

I had been hungry four days; three without food of any kind. I had no place to sleep and no money. Only the police station or the river lay before me, since I knew the lodging house was full. The woman got my story from me before I knew it.

She gave me money; insisted that I take it. She cried with me, for, at the first word of sympathy, I couldn't help crying. I couldn't take the day or two of rest she also insisted upon because I was too unstrung and nervous. I had to make that weary, dreary round of the "free" employment bureaus, the newspaper offices and alleys, answering advertisements, waiting for the posting up of the successive editions, following blind clews, asking useless questions, just the same as if my pocketbook had been normally empty. I should have died or gone mad if I had remained in the warm, quiet, safe, clean haven 15 cents nightly secured for me all day. But the world had taken on a new aspect, a new color; I again dared to be hopeful. And, although I hadn't prayed for nearly two years, I prayed for that woman. I prayed that she might die before she lost confidence in herself-she was alone and self-dependent-or got out of work.

And here's the moral of this story. this pitiful story, true in every detail. It was a friend I needed; not organized charity, philanthropic assistance, sociological conclusions-just a warm,

poor. Financially, she could do little, but she held on to hope for and with me. She introduced me to other warm hearted women. Some of them had known my kind of "hard luck," but more hadn't. Yet they all sympathized and bade me be of good courage. Among them they "held me up" in a monetary sense until, with some neat if not new garments, a few pounds of new flesh to cover the bones almost starting, and a new heart within me, one of them heard of the position I now hold.

It is a poor position and anything but comfortable. The gay, successful, pert young butterfly of a stenographer in the next office says that my employer pays me "starvation wages," and she says truly, speaking from an ordinary standpoint. But two years of steady work seeking teaches warmest appreciation of the merest "bread and butter money," and I find it easy to forgive my employer's wife for fearing that her husband will try to replace me with a better looking secretary-and seeing that he does not. Mary McDonald.

Does Radium Heat the World?

Does radium heat the world? At first a rarity and wonder, radium, the wiseacres now suggest, is spread all over the earth. The wiseacres in question are chiefly Germans, and one of them, C. Liebenow, of Berlin, submits an estimate of the quantity of radium that could account for the internal heat of the earth. There is considerable uncertainty as to the average thermal conductivity of the earth and the average heat gradient. Accepting Neumann and Hecat's recent estimate for the former and an increase of one degree centigrade as we penetrate thirty meters into the earth, Liebenow finds that the earth gives off ten gramme-calories a second. If, now, one gramme of radium develops 226 gramme-calories an hour, then sixteen grammes of radium would supply one gramme-calorie a second, and altogether only 2.10 grammes of radium would be required to account for the heat of the earth. If this amount of radium were equally distributed through the mass of the earth it would come up to only 1-5,000 milligramme per cubic meter. But Elster and Geitel want more radium for their conclusions; it might, therefore, be concentrated in the crust; but in that case one would have to assume the increase of temperature which is experienced in sinking shafts does not extend to great depths.

The moving to and fro of people and commodities in the United States is an enormous undertaking, but the transportation companies are handsomely rewarded for their efforts. In 1903 the gross earnings of the roads of the country amounted to \$1,908, 857,826 and the net earnings \$502,508, 512. The amount of receipts available for dividends rose from \$88,076,303 in 1899 to \$164,549,147 in 1903.

Life waited until he got to be a hopeless dyspeptic, then she spread her feast before him.

MICHIGAN T	R
Hardware Price Current	D I
AMMUNITION	Bar I Light
Caps G D., full count, per m	Door, Door,
G D., full count, per m. 40 Hicks' Waterproof, per m. 50 Musket, per m. 75 Ely's Waterproof, per m. 60	Stanl
Cartridges No. 22 short, per m	600 Per 1
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	Bird Pump Screv
Primers No. 2 U. M. C., boxes 250, per m1 60 No. 2 Winchester, boxes 250, per m1 60	Dami
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	Stebb
Black Edge, No. 7, per m	Fry, Com
Drs. of oz. of Size Per	"A"
129 4 11/8 10 10 \$2.90	Bre
128 4 11/8 8 10 2 90 126 4 11/8 6 10 2 90 135 41/4 11/8 5 10 2 95	Ohio Sciot Sand
200 3 1 10 12 2 50	Benc
236 31/4 11/4 6 12 2 65	Adva
265 3½ 1½ 5 12 2 70 264 3½ 1½ 4 12 2 70 Discount, one-third and five per cent.	Wire
Paper Shells-Not Loaded	20 to 10 to 8 ac 6 a 4 a
No. 10, pasteboard boxes 100, per 100. 72 No. 12, pasteboard boxes 100, per 100. 64	4 a 3 a
Gunpowder Kegs, 25 lbs., per keg	2 ac
Kegs, 25 lbs., per keg. 4 90 ½ Kegs, 12½ lbs., per ½ keg 2 90 ¼ Kegs, 6¼ lbs., per ¼ keg 1 60	Casi Casi Casi
Shot In sacks containing 25 lbs Drop, all sizes smaller than B1 85	Fini
Augurs and Bits	Dari
Snell's 60 Jennings' genuine 25 Jennings' imitation 50	Iron
Axes First Quality, S. B. Bronze 6 50	14x2 14x2
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	20x2 14x2
First Quality, D. B. Steel	20X2
Railroad. 15 00 Garden. 33 00	20x2
Stove	
Stove 77 Carriage, new list. 76 Plow. 56	Soli
Buckets Well, plain 4 56)
Butto, Cast	Nos
Cast Loose Pin, figured 76 Wrought, narrow. 66 Chain	Nos Nos
14 in 5-16 in. % in. ½ in	No.
14 in 5-16 in. % in. ½ in Common. 7 c6 c6 c4% BB. 8 ½ c7 ½ c6 ½ c6 BBB. 8 % c7 ½ c6 % c6 ½ BBB. 8 % c7 ½ c6 %	inel
Crowbars	- Con
Chisels	
Socket Firmer. 6 Socket Framing. 6 Socket Corner. 6 Socket Slicks. 6	5 of
Finows	
Com. 4 piece, 6in., per doznet. 7 Corrugated, per doz	5 0
Evnansive Bits	
Clark's small. \$18; large, \$26 4 Ives' 1, \$18; 2, \$24; 3, \$30	
New American	0 10x 0 14x
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16 1 Discount, 70.	17 14x
Stanley Rule and Level Co.'s 60&1	10 Ste
Glass	on On
By the lightdis.	90 Mc
Hammers	Br
- Mason's Bond Case	70 Co
Hinges Gate, Clark's 1, 2, 3dis 60&	10 Ba
Hollow Ware	

MICHIGAN T	CRADESMAN
Hardware Price Current	Iron 2 95 rate
AMMUNITION	Bar Iron
Caps	Door, mineral, Jap. trimmings 75 Door, Porcelain, Jap. trimmings 85
G. D., full count, per m. 40 Hicks' Waterproof, per m. 50 Musket, per m. 75 Ely's Waterproof, per m. 60	Levels Stanley Rule and Level Co.'sdis.
	Metals—Zinc 12
Cartridges No. 22 short, per m	600 pound casks
No. 22 short, per m	Miscellaneous 30 Bird Cages
Primers	Bird Cages 40 Pumps, Cistern. 75&10 Screws, New List 85 Casters, Bed and Plate 50&10&10 Dampers, American. 50
No. 2 U. M. C., boxes 250, per m 1 60 No. 2 Winchester, boxes 250, per m1 60	Dampers, American. 50 Molasses Gates
Gun Wads	Stebbins' Pattern
Black Edge, Nos. 11 & 12 U. M. C 60 Black Edge, Nos. 9 & 10, per m 70 Black Edge, No. 7, per m 80	Pans
Loaded Shells	Fry, Acme
New Rival—For Shotguns Drs. of oz. of Size Per	"A" Wood's pat. plan'd, No. 25-27 9 80 "B" Wood's pat. plan'd, No. 25-27 9 80 Broken packages ½c per lb. extra.
No. Powder Shot Shot Gauge 100 120 4 11/8 10 10 \$2 90 129 4 11/8 9 10 2 90	Broken packages ½c per ib. extra.
128 4 1½ 8 10 2 90 126 4 1½ 6 10 2 90	Ohio Tool Co.'s fancy
104 4/2 1/8 4 10 0 00	Sandusky Tool Co.'s fancy
208 3 1 8 12 2 50 236 314 114 6 12 2 65	Nails Nails N
265 3½ 1½ 5 12 · 2 70 264 3½ 1½ 4 12 2 70	Advance over base, on both steet & 2.25 Steel nails, base
Discount, one-third and five per cent. Paper Shells—Not Loaded	20 to 60 advance
No. 10, pasteboard boxes 100, per 100. 72 No. 12, pasteboard boxes 100, per 100. 64	8 advance
Gunpowder	3 advance 45
Kegs, 25 lbs., per keg. 4 90 ½ Kegs, 12½ lbs., per ½ keg 2 90 ¼ Kegs, 6¼ lbs., per ¼ keg 1 60	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 % advance 85
Shot	Casing 6 advance. 35 Finish 10 advance. 25
In sacks containing 25 hbs Drop, all sizes smaller than B1 85	Finish 8 advance 35 Finish 6 advance 45 Farrel 7/4 advance 85
Augurs and Bits	Divete
Snell's 60 Jennings' genuine 25 Jennings' imitation 50	Iron and tinned 50
Axes	Roofing Plates
First Quality, S. B. Bronze 655 First Quality, D. B. Bronze 90 First Quality, S. B. S. Steel 70 First Quality, D. B. Steel 1050	14x20 IC, Charcoal, Dean
	14x20, IC, Charcoal, Allaway Grade. 1 30 1 14x20 IX, Charcoal, Allaway Grade 9 00 1
Barrows Railroad.	20x28 IX, Charcoal, Allaway Grade18 00 Ropes
Bolts	Sisai, ½ inch and larger
Stove 70 Carriage, new list. 70	List acct. 19, '86dis 50
Plow 50	Solid Eyes, per ton
Well, plain	Nos. 10 to 14
Buttz, Cast Cast Loose Pin, figured	Nos. 10 to 14 360 Nos. 15 to 17 370 Nos. 18 to 21 390 Nos. 22 to 24 410 3 00 Nos. 22 to 24 420 400 Nos. 25 to 26 420 400 Nos. 27 430 410
Chain	Nos. 25 to 26
½ in 5-16 in. % in. ½ in Common. 7 c6 c6 c4% BB. 8½ c. 7½ c6½ c6 BBB. 8% c7% c6% c6%	All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.
BBB8%c7%c6%c6% Crowbars	Shovels and Spades First Grade, Doz
Cast Steel, per 1b	Second Grade, Doz. 5 00 Solder
Socket Firmer. 6	
Socket Corner. 6	of solder in the market indicated by pri- vate brands vary according to compo- sition.
Com. 4 piece, 6in. per doz net. 7 Corrugated, per doz 1 2 Adjustable	Tin—Melyn Grade
Expansive Dits	0 10x14 IX. Charcoal
Files—New List	
	14x20 IC. Charcoal
Galvanized Iron	10 10 x14 IX, Charcoal
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16	Boiler Size III Plate
Gauges	Traps
Stanley Rule and Level Co.'s 60&:	
Single Strength by boxdis.	Oneida Com'y, Hawley & Norton's 65 Oneida Com'y, Hawley & Norton's 65 Mouse, choker, per doz. holes 1 25 Mouse, delusion, per doz 1 25
Hammers	
Maydole & Co.'s new listdis. 33 Yerkes & Plumb'sdis. 40& Mason's Solid Cast Steel30c list	Bright Market 60
Hinges	70 Tinned Market
Gate, Clark's 1, 2, 3dis 60&	Barbed Fence, Galvanized
50&	
Pots	Cata Hooks and Eves
Au Sable	Baxter's Adjustable, Nickeled 30
Stamped Tinware, new list Japanned Tinware	70 Coe's Genuine
Japanned Immare	

(Crockery and Glasswa	re
=	STONEWARE	
1/2 1 8 10 12 15 20 25 30	gal. per doz. to 6 gal. per doz. gal. each gal. each gal. each gal. meat tubs, each gal. meat tubs, each gal. meat tubs, each	48 6 56 70 84 1 20 1 60 2 25 2 70
2	to 6 gal, per gal	6½ 84
1/2	Milkpans gal. flat or round bottom, per doz gal. flat or round bottom, each .	. 48
1/2	gal. flat or round bottom, each . Fine Glazed Milkpans gal. flat or round bottom, per doz gal. flat or round bottom, each .	. 60
1/	gal. flat or round bottom, each . Stewpans gal. fireproof, bail, per doz gal. fireproof bail, per doz	. 6
	Juas	
1/2	gal. per doz.	. 60 . 45 . 7½
5	ths. in package, per lb	. 2
1444	io. 0 Sun vo. 1 Sun vo. 2 Sun vo. 3 Sun ubular Nutmeg MASON FRUIT JARS With Porcelain Lined Caps	38 50 8×
	Per	gross
PQ	Pints puarts gallon Fruit Jars packed 1 dozen in b LAMP CHIMNEYS—Seconds Per box of	
1111	No. 0 Sun No. 1 Sun No. 2 Sun	1 60 1 72 2 54
1	Anchor Carton Chimneys	
1	Each Chimney in corrugated car No. 0 Crimp No. 1 Crimp No. 2 Crimp First Quality No. 0 Sun, crimp top, wrapped & la No. 1 Sun, crimp top, wrapped & la No. 2 Sun, crimp top, wrapped & la	b. 1 91 b. 2 00 b. 3 00
1	No. 1 Sun, crimp top, wrapped & la No. 2 Sun, crimp top, wrapped & la	b. 3 25 b. 4 10 ad 4 25
	Pearl Top No. 1 Sun, wrapped and labeled No. 2 Sun, wrapped and labeled No. 2 hinge, wrapped and labeled No. 2 Sun, "small bulb," globe lam Labelte Labelte	4 60 5 30 5 10 aps 80
	No. 2 Sun, "small bulb," globe lam LaBastie No. 1 Sun, plain bulb, per doz No. 2 Sun, plain bulb, per doz No. 1 Crimp, per doz No. 2 Crimp, per doz	1 00 1 25 1 35 1 60
	No. 1 Line (65c doz.) No. 2 Lime (75c doz.) No. 2 Flint (80c doz)	3 50 4 00 4 60
	No. 2 Lime (70c doz.)	4 00
1 8	1 gal. tin cans with spout, per do gal. galv. iron with spout, per do 2 gal. galv. iron with spout, per do 3 gal. galv. iron with spout, per do 5 gal. galv. iron with spout, per do 3 gal. galv. iron with faucet, per do 5 gal. galv. iron with faucet, per do 5 gal. Tilting cans	z. 1 20 z. 1 28 z. 2 10 z. 3 15 z. 4 15 z. 3 75 z. 4 75 z. 4 75
5	LANTERNS No. 0 Tubular, side lift	4 65
0 0 0 5	5 gal. galv. Iron Naceras No. 0 Tubular, side lift No. 2 B Tubular No. 15 Tubular, dash No. 2 Cold Blast Lantern No. 12 Tubular, side lamp No. 3 Street lamp, each LANTERN GLOBES	6 50 7 75 12 60 3 50
0 0 0 0 0	No. 0 Tub., cases 1 doz. each, bx. No. 0 Tub., cases 2 doz. each, bx. No. 0 Tub., bbls. 5 doz. each, per	10c. 50 15c. 50 bbl.2 00 ach1 25 CKS
3	No. 0 Tub., Buil's eye, cases I dz. e BEST WHITE COTTON WIG Roll contains 32 yards in one p No. 0 3½ in. wide, per gross or 1 No. 1. ½ in. wide, per gross or 1 No. 2, 1 in. wide; per gross or 1 No. 3, 1½ in. wide, per gross or 1 No. 3, 1½ in. wide, per gross or 1	roll. 25 roll. 30 roll 45 roll 85
50555	COUPON BOOKS 50 books, any denomination 100 books, any denomination 500 books, any denomination 1000 books, any denomination Above quotations are for either man, Superior, Economic or Ur grades. Where 1,000 books are at a time customers receive s printed cover without extra chai	
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	grades. Where 1,000 books are at a time customers receive s printed cover without extra characteristics. Can be made to represent any onation from \$10 down.	
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30 40 10	1000, any one denomination 2000, any one denomination	5 00



Weekly Market Review of the Principal Staples.

Woolen Dress Goods-From the steadiness with which re-orders come to hand for woolen dress goods for spring the women's wear agents draw the deduction that the lightweight season will come up to the average of last year. On certain fabrics, notably mohairs and broadcloths, sales for the present season and for spring are of larger proportions than they have been before in several seasons. The continued popularity of plain fabrics is a matter that is much discussed in the women's wear market. Buyers are not of one mind in deciding how to apportion their orders. The business that was done at the opening of the season for initial requirements showed that many jobbing houses as well as cutters-up leaned strongly toward plain sheer fabrics, such as voiles, etamines, veilings and eoliennes. Broadcloths came in for a large share of early buying, and have sold well at all stages of the season. On the fancy woolen lines sellers found that buyers were cautious about placing first orders for more than sample pieces, and it has been the experience of the trade in general that duplicates on fancy woolens and worsteds in neat mannish effects have not as vet come forward with the strength that could be desired. Prices are not thought to be so much a drawback to freer buying as the fact that buyers do not know just what cloths will strike the fancy of the retailers when made up in garments. Enough business has been done for spring, however, to place a majority of mills in safe position, and the prospects of the remaining weeks of the season bringing in additional business are reassuring.

Mohairs-Sellers have found that fancy mohairs are popular and a great number of lines of these goods made by domestic manufacturers have been sold this year. They were in urgent request for this fall, and are now selling freely for spring. The sale of plain mohairs and fancies of subdued pattern moves well in all markets. It is on goods of medium grade that the domestic mills are getting business, for on the higher class fabrics the foreign lines have held their own. The cutters-up have done more with broadcloths this year than is their wont and they are not provided with all they need, so agents believe, for in business done here and through salesmen on the road, orders for lightweight broadcloths in staple colors represent a large aggregate.

Foreign Dress Goods-Sales of foreign dress goods continue firm. Black goods have had more of a vogue than any other. Voiles and Henriettas in plain styles and in colors have had a fair call. The imported cheviots and broadcloths are reported as sold to a satisfactory ex-

Table Oil Cloth-Rumors are current in the trade that the independent table oil cloth concerns will shortly make a reduction of 20c per yard on all table oil cloth for the coming season. Although the reports lack confirmation jobbers handling this character of goods state, although refusing to be quoted, that information has been received from what are known as the independent manufacturers that prices will be reduced 20c per yard on and after Dec. 1. These so-called independent concerns include Thomas Potter, Sons & Co., also the Trenton Oil Cloth Co., the George W. Blabon Co. and the United Oil Cloth Whether this contemplated cut will be met or not remains to be

Ginghams-For the purposes of illustration selling agents point to the sales of the past three weeks on fine dress ginghams for spring, and state that they are larger than those secured at corresponding periods in any year since 1899. This means that the present sales are most satisfactory on the better grades of ginghams. At 81/2@01/2c there are many lines that have been sold well ahead. The lack of impetus that characterized the market in the early stages of the fall has given way to firmer movement. Buying is now being done with the view to covering more than initial requirements. The jobbers have had proof that their trade will be in the market for generous stocks of ginghams, and the reorders by leading local and out-of-town jobbers for additional quantities of ginghams both standard and fine dress grades are an encouraging feature of the present market. For standards to be delivered at once the demand this week has shown a slight increase and had Thursday not been a holiday it is thought the total sales would have exceeded those of last week. Manufacturers are firm in their prices as the cost of production to-day is higher than when they set prices on these goods. It is regarded by sellers as one of the inexplicable occurrences of trade that buyers do not take hold of the remaining stock of ginghams at 5c; for at this figure they can not help represent a safe investment, and it is believed by the manufacturers and their selling forces that these goods will enhance in value before spring.

China's Eyes Opening.

Slowly but more distinct day by day come the murmurings of the Chinese dragon as it awakens to the dawn of a new era and shakes off its centuries of sloth. From England one hears the acrimonious debate over the yellow peril in South Africa, where, according to Secretary Goldring, of the London Transvaal chamber of mines, the coolie is an economic necessity. And from the same cause the white man's methods of transacting business are being unfolded before the wondering eyes of the residents of the new port of Chinwangtao, where, in the erection of buildings for the accommodation of the coolies preparatory to emigration to the gold fields, the work is

being carried on at a speed never before seen in China. In less than four months the English contractors have run up twelve substantial buildings, and the rapidity and energy of the operations by which the eastern end of the former island has been transformed from a waste of sand hills and pools into a busy scene of human activity have caused Celestials to sit up and take notice to a remarkable degree. In Canton, too, they are beginning to appreciate the superior business methods of the "foreign devils," and now that the Amerfeasibility of the railway Canton merchants have raised sufficient funds to ure shall ever affect it. purchase the American interest in the Canton-Hankow Railway.

Best of Timepieces.

The best timekeeper in the world is said to be the electric clock in the basement of the Berlin observatory, which was built by Professor Forester in 1865. It is enclosed in an air-tight glass cylinder and has frequently run for periods of two and three months with an average daily deviation of only fifteen one-thousandths of a second. Astronomers are making efforts to improve even this and to obtain ideal conditions for the clock by keeping it not only in an air-tight case but in an underican capitalists have demonstrated the ground vault, where neither changes of temperature nor of barometric press-

Get next to your trade.



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 11 ufflers. Ask our agents to show you their line.

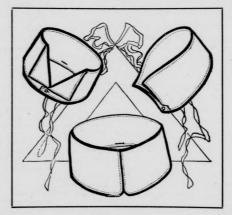
P. STEKETEE & SONS

Wholesale Dry Goods

GRAND RAPIDS, MICH.

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

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.

Some of the Season's Novelties in novelty in the ornamentation and fin- rounded basque previously alluded to, Percival B. Palmer & Company Furs.

The fur trade must be considered under full swing for the fall and winter season, and a visit among the large city fur houses leads to the opinion that furs are going to be more extensively worn than for many years. Not only have merchants taken on immense stocks, but the range of styles is broader than ever, and embraces many exceedingly attractive garments. One of the best barometers of this class of trade-at least one which indicates to some extent that the trade is not deteriorating, even though it points to a smaller consumption of goods-is the large amount of business done during the past few months in making over and renovating old garments. Some houses assert that never in their history have they had so much of this kind of work to perform; nevertheless they are looking forward to a much broader demand for new furs.

In reviewing the salient points in the new season's furs, one cannot help being impressed with the varied and novel fancy ideas embodied in the fashionable ties and collars. Marmot leads in the most popular section of the trade at present, but there is certain to be a large sale for the many attractive lines put forward in white and grey squirrel and clever mixture effects. In the majority of these, chenille trimmings pendant from silk cord buttons provide a distinct touch of novelty. Marmot is chiefly relied upon for medium goods in short, three-quarter and full length collars in the Duchess shape. These viewed generally, while following in the main upon certain regulation lines as to shape, evidence in many ways new ideas as to cut, finish and trimming. From the smart and small American ties to the full length Duchess, which in the new style widens into rounded cape form to the shoulders, and falls into long flaps in front, they all show novel treatment as regards their ornamentation. This varies from tails in groups to long chenille drops, from silk ornaments to novel insets of mixture furs. Marmot is also made very attractive in the form of short collars with fan or butterfly fluted ends, or, again, fan-shaped ends cut in fishtail fashion.

For showy attractive lines in short, three-quarter, and full length collars with stole or flap fronts, nothing can well beat the charming effects seen in the gray and white squirrel that is so reminiscent of the old-time furlined circular cloak. Very handsome squirrel sets are shown that have white and gray chenille buttons, and long drop trimmings to finish the collar and muffs. Muffs, by the way, continue large and flat. Many of the new squirrel collars and ties have, like the sable, mink and marmot collars and ties, double flaps on the fronts, each finished with gray or white chenile trimmings, and the effect is very smart. In the higher ened by the richness of the white satin linings. Even the lower lines in these squirrel collars show much sian shape has a belt over the short

clines to the fashion of the moment, with no thought of utility. If the article pleases, and serves its purpose for a short season, that is all that is required of it.

The woman who bought a white moufflon boa last year will buy a gray and white squirrel collar or tie now. Black and white effects, such as swan'sdown inset with black points, show well in the cravette ties, which vary in length from one and onehalf to two yards. A novel collar in sable, mink or marmot is shaped to fit over a single-breasted tailor-made coat, which is likely to be a pronounced mode in the coming season. It is made just large enough to fit over the coat collar, and fastens over on the left, with three fur tails or brown chenille drops as a finish. Many of the flat cravette ties are spade shaped or slightly rounded at the ends, and here there is much opportunity for mixture effects as an ornamental note. For instance, ermine points on white fox or musquash insets upon skunk. Caracul paw, dyed in the new gray or fawn, must be reckoned with in the list of fashionable furs, but certainly the gray shade is the most successful, and promises to be well taken up Persian paw capes, ornamented with gilt buttons, have long stole ends, and are going very well. In these, as in many other varieties, the cape fits out well to cover the shoulder line, and in some cases there is in addition a band collar from which the cape springs.

Sable, of course, reigns supreme in the trade, and many houses are evidently anticipating a considerable call for it, judging from the heavy stocks held. The new Russian dye, whereby Canadian sables are now finished with the peculiarly rich and effective smoke-like brown associated with the costliest Russian skins, is a remarkably successful feature of the present season. The trade has much to say in its favor, and the buyers are certainly showing their appreciation in a very tangible form.

As to fur garments, it is believed that the bolero, or belted blouse coat, will lead for short styles. The newest Russian shape has overhanging fronts and a short basque. The sleeve in this, as in all fashionable fur coat styles, is very full from the elbow, and usually finishes with a smartly shaped cuff that widens out in Cavalier style. In the handsomest models there is usually seen the addition of wrist ruffles of lace, and often there is a brace-like trimming of embroidered galloons, or unique embroidery on leather straps. For wear with tailor-made cloth gowns, fashionable women will affect the new fur Eton, which embodies certain points in the bolero as well as the Eton. Sac and numbers the good effect is height- Eton coats in caracul, dyed in a soft grayish beaver tint, will be a very fashionable mode. The correct Rus-

ish, but with all chenille is the chief and the spade-shaped fronts invariidea. It can not be said that this ably fall over the belt. In the smartis a very useful or durable effect, but est Eton coats there is an inset vest then so much the better for the trade. of silk cloth, or braiding. While it The popular feeling nowadays in- is always cut high in the neck, it is sometimes collarless, but more often finished with a small braided cloth collar. Sable and mink fichu-shaped capes and pelerines find considerable fashionable favor, and will accord well with the elegant velvet costumes we are promised for the winter modes.

With a black velvet model gown, trimmed with rows of mohair braid, there is a zibeline cape stole lined with ermine, and with another velvet gown in a rich deep purple tone there is a sable cape with long stole fronts and a large muff. No more beautiful blending of rich color tones could well be imagined. Sealskin boleros and Eton coats, with taffeta cuffs, collars and inset vests, braided and ornamented with gold buttons, are among the models shown, and it may be that seal will have a certain, if exclusive, vogue again.

Subserviency is the handmaiden of expediency, and he who would succeed in climbing the distant mountain tops must plod in the lower road in which he finds himself. Hustling in season and out of season will bring him to higher ground by and by.

The chief charm of the shoe business to the live salesman is in the hard competitions. A sale that is worth making is worth working for.

Manufacturers of

Cloaks, Suits and Skirts For Women, Misses and Children

197-199 Adams Street, Chicago

Attention, Merchants

The Rapid Sales Company can reduce or close out your stock for spot cash without loss; we prove our cla ms by results; shelf-stickers, slow-sellers and undesirable goods given special attention; our salesmen are experts. Address

Rapid Sales Co., 609, 175 Dearborn St., Chicago

The Old National Bank

GRAND RAPIDS, MICHIGAN

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

3%

Our financial responsibility is almost two million dollarsa solid institution to intrust with your funds.

> The Largest Bank in Western Michigan

Assets, \$6,646,322.40



We Do Not Blame

the retail merchant for growing just a little bit weary of these oft repeated statements of the salesman and ad writer: "I am the largest," "I am the best," "You cannot do business without me," etc.

You Are The Man Who Pays The Bills

and in the conduct of your business some few things at least ought to be

left to your judgment. We do not want an order that we have to take out of a merchant with a corkscrew.

Puritan Corsets

Are all right, they are guaranteed and they will pay you a better profit than any other line you can buy. That is our side of the story and about all there is of it. So far as you are concerned you are the "coy maiden," we have made the proposal, it's up to you to accept and be forever happy or reject and make it necessary for us to talk some more

> PURITAN CORSET CO. KALAMAZOO, MICH.



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

United Commercial Travelers of Michigan Grand Counselor, 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.

MUST DEFINE SUCCESS.

Vital Question Which Every Young Man Must Face.

Before a young man can hope to make his first steps toward that more or less undefined thing called "success" he needs to sit down and make his own definition of the word. It does not mean all things to all men. So far from it, there are men who look upon the emphasized successes of life as the world sees them and sigh for the failure of the human lives that have been expended in the attainment of these bare pinnacles of isolation.

What shall be my measure of success? is the one vital question which the young man needs put to himself. If that measure is small he will have all the less effort at filling it. If it be limitless he will have all the more need to weigh the conditions that go with ambition in such measure.

A man may not have his pudding and eat it, too. This is a fundamental adage, applicable in all the philosophies of life. Beginning at the begining of the life work of the young man, he needs to ask himself the price he is willing to pay for the attainment of his ambitious ends. They may cost him dear. He may have them at their simple face value. But he may hardly hope to have the full fruits of effort at a bargain.

Many a man whose whole spur in life is a negative ambition discovers that his family is "in the way of his advancement." He pleads the baby act in reference to these members of his household whom he has sworn to love and protect. He is an apologist before every friend and chance comer alike. He will tell you how-a familv is a burden. He will recall how he used to do things before this bugbear "family" broke into his life of accomplishment and made his career a mere existence to be measured by the grocery clerk, the dry goods salesman, the butcher, and the coal

Here comes in the philosophy of the pudding. In the first stages of community life the mission of the husband was done when he "provided" for his family. It was his chief aim in life. If he died in his maturity, leaving a family provided for against the rainy days of the times, he could be content. Living a life of domesticity was his choice in life's measures. He worked only that he might live as he desired.

But as civilization grew into twenty story depths and as the horizons

widened illimitably, the superlatives of material attainments became a new song of the siren. Life became a strenuous effort toward the colossal in materialism. The fortunes of yesterday are not pin money for a year in the purses of children of the millionaires of to-day. "Millionaire" is a word losing its significance and "billionaire" has become the "excelsior" of the crowding millions. Even the lightness of the word "million" upon the tongue unconsciously is giving the new generations an unnatural view of the thing called "success."

"Success" has no established measure or means of measure. It is more intangible than is the line, defined by the geometrician as having length, without breadth or thickness. It is more indefinite than is the point, which has position, but not magnitude. Too often the man who has reached the measure of his success will not recognize it and dies a fail-

Young man, where are you going? This is better as a question than was Horace Greeley's advice to the young man to go West. West becomes the same old East again if you only go far enough. Which way are you going and will you know enough to stop when you get there?

Long ago it became common and consistent to ask about a man's success in life, leaving the query as to his family and his domestic relations as an afterthought, having no kinship with his success. This is an intolerable condition under any but those circumstances in which the young man early in life decides to give up all chance and hope of domesticity for that larger prospect of attaining his abstract ambitions.

There is a point here that is material. There are individuals who may be of the disposition to compromise between family and attainments in worldliness. There are others who look to domesticity first, taking a mere competency as enough from the world of endeavor. And again there is the type which is actuated only by his overweaning ambitions and who should be married to them more strongly and monogamously than church and state together could bind him to a wife.

Out of these individuals the advice applicable to each is simple. To the man who would compromise between family and the attainments of his ambitions I would say, make the line of demarcation so plain that you shall not err in it. Perhaps he has a capacity in the line of his chosen work that will land him upon his pinnacle, even with the incubus of his family. But there are a thousand chances to one that it will have been at sacrifices in his domestic life rather than in the other.

The man who will accept the family life as the measure of his ambitions, looking to the rearing of his children and the comforts of his household as his first duty and the chief ambition of his life, will have a simplified existence. If he shall carry out his aims to the full, even the of the world opened and spread and millionaire and the statesman and the

great of the land may envy him in the end.

Of a first necessity the man himself is the final gauger of his own success. Pick out the greatest man in his line in the world's endeavor and congratulate him on his attainments and the chances are that you have embarrassed him to the point of confusion. His embarrassment is an unconscious confession. He has fallen short of his own ideals. There are things that he would know and does not. There are things he would do and can not. His own question of himself is enough if he can answer it in the affirmative. Have I accomplished enough to have made life worth while to me and to mine and to others of my fellow men?

The man who can answer this in his heart has made a success in life. no matter where has been his field of endeavor. John A. Howland.

An exchange says that the traveling salesman's methods are not as they were, and that is true to a certain extent, for business conditions change and change again, and modify the salesman's style of work, but it is not possible to generalize and say that salesmen are not as they were, for there are all kinds of men in every decade, and every man has his ways and methods. It is a somewhat fortunate thing that it is so.

The luxuries of one generation are the necessities for the next. It is not impossible that in a few years more the poor man of this country will ride

to his work in a neat \$50 automobile and look enviously at his rich neighbor who is able to sail around in a \$2,000 air-ship.

Life brought him nothing, but he never gave her the satisfaction of knowing that he felt her slights.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich.

The Leading Agency



Write for prices.

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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 ele-gant rooms and excellent table com-mends 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.



Loose Leaf Devices, Printing and Binding.

5 and 7 Pearl St., (offices 2nd floor) Grand Rapids, Mich.

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 r te 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. We have for sale 6,000 acres of land in the Upper Peninsula of Michigan. references in regard to our estimates being correct.

> CHOCOLAY LAND CO., LTD., MARQUETTE, MICH.

Silent Warfare Between Railroads and Scalpers

The World's Fair at St. Louis has once more brought the ticket scalper into the limelight of publicity through frequent clashes with the railroad passenger associations. There have been personal encounters, theats, arrests and convictions because of attempts to pass spurious tickets on returning fair visitors, and the readers of newspapers have become aware there is no love lost between the railroads and the scalpers.

But the small disturbances and clashes at St. Louis have been the only hints the public has had of the warfare which is being waged constantly between the Railway Ticket Protective Bureau and the illegal scalper, a war which since its institution has been prosecuted with a determination and fierceness exceeded only by the secrecy of its opera-

On the one side of this remarkable strife which goes on silently year after year there is the Bureau, which in its membership includes practically all the railroads of the United States and Canada. Arrayed against them, and fighting with a desperation born of the knowledge that defeat means extermination, are the illicit ticket scalpers of the country, and in this category, it is declared, may be classed the vast majority of the brokers. Since the beginning of the struggle the Railway Ticket Protective Bureau has announced its intention of running down and extirpating every scalper who deals illegally.

The fight is one entirely unique in the commercial world. On the side of the railroads there are wealth unlimited, a wonderfuly efficient system of tracing tickets and forged paper, and gatemen and conductors to scrutinize every ticket presented for transportation. The scalpers have little to rely upon save their wits. For the most part they have no capital; many of them, at least such as the Bureau is attempting to reach and convict, are criminals with long prison sentences for forgery hanging over their heads if caught; and their numbers are as nothing compared to the forces in the employ of the railroads.

Yet, despite the expenditure of enormous sums of money, the tireless efforts of the Bureau to obtain convictions for every offense perpetrated, and the fact that most of their operations lay them open to the penalty of the law, these scalpers continue to exist, and this year at the fair have reaped a rich harvest.

However, slowly but surely the mills of the railways, with the millstones made of millions of dollars and the motive power furnished from unlimited resources, are grinding fine, and the room for operation and existence for the "crooked" scalper is each week and day becoming narrower. The Bureau has said that the scalper must go, the law has coincided with it in this view, and between the two forces, it matters not whether it be one year or fifty, the cost \$1,000,000 or \$10,000,000, his doom is sounded. There is no longer inks that go to make up a note rais- can do for yourself.

room for him and his nefarious swindlings.

"The organization of this Bureau was prompted by the fact that there was an actual and active demand for just such an organization not only for the protection of the railroads themselves, but as well for the protection of the traveling public," said Mr. C. Donald, Chairman-treasurer of "The operations of the the Bureau. swindling scalpers had grown to such an extent that passenger ticket affairs were in a sad state here. The amount of spurious paper sold was assuming startling figures.

"When the Bureau was formed the scalper was over-running the land. Now his numbers are fewer by half and his operations are conducted with less than one-half the scope of the old days. But, while we have secured many convictions and put many of the fraternity behind the bars, there are yet enough of them loose to cause considerable trouble for us and the public. It is these we are now after, and we are in the fight to get them if it takes the length of a man's lifetime and millions of dollars to accomplish it

"The public, in one sense of the word, helps the scalper to pursue his calling. If the traveling public would absolutely have nothing whatever to do with these men-if they would purchase railroad transportation only from authorized agents-the pickings of this class of swindlers would soon grow so slim as to leave them no living. But there are always many people who fancy they may save a few dollars by patronizing a scalper Every day there come to our notice instances of where people of little means have spent their last dollars for a scalper's ticket, and upon presenting it at the depot have been told that it was spurious. Each day the railroads of the country furnish transportation to people who are thus left without money to pay their fares. Undoubtedly many of those so carried free are undeserving, but it is hard to discriminate under the circumstances.

"Let it be known that every person who puts up good money for a scalper's ticket is running the same ratio of chance to lose as if he was buying a brick that shone with gold. The percentage of honest brokers in the business, men who would not wittingly defraud, is so small those in Chicago can be counted on one hand. Most of the tickets offered for sale by scalpers are out and out forgeries, and every time a scalper issues a forged ticket he places himself in the same class with the man who passes a bad check. Either calls for penitentiary terms if detected, and it is this fact that is thinning down the ranks of scalpers."

In the year passed the Bureau has effected approximately twenty-five convictions on the charge of passing bad paper. Most of these were for forgeries, and with the arrests of many of the swindlers were found the paraphernalia of the forging broker. These consist of all the acids and

er's outfit, dies, punches, rubber type, and stamps, and even occasionally a complete printing outfit. The ingenuity and skill with which these ticket "brokers" work are such as to make the counterfeiter grow jealous of his trade.

One method by which the railroads are often robbed is for the scalper to buy a ticket, for instance, from Chicago to Joliet or other nearby point. Then the pasteboard is taken in hand by the expert changer. When he gets through with it after a few hours of conscientious effort the same reads good for one passage to Denver or San Francisco, and the ticket which costs \$1 or \$2 is sold for twenty times that amount. The tickets changed represent the highest type of the forger's skill, and cost the roads annually considerable sums.

Even after the ticket is used once its sphere of usefulness is not destroyed to the scalper. Often it is sold by the passenger to another broker at his destination and by him shipped back to the original "fixer.' The "fixers" have a way of plugging up conductors' punch holes and cancellation marks that is more than extraordinary, and many times raised ticket will be sold over and over again. Investigation proved that in one month 250 tickets raised from the first stop out to a continuous passage to St. Louis were sold and honored out of Indianapolis.

For the most part the men who do this kind of work are of one gang which operates throughout the country. Evidences of their penmanship come in daily to the offices of the Bureau, and it is against them the railways are now striving. Four or five of this gang reside in Chicago and confine their operations to that city. The rest of them usually move over the country from point to point, stopping wherever there is an impetus to railroad travel and doing their best to defraud railroads and public without discrimination.

K. B. Austen.

A jolly sailor the polar bear has been found to be by a French scientist, the only animal that takes to the high seas and gets on his sea legs aboard ship. All other wild animals resent a trip on water and vociferously give vent to their feelings until mal de mer brings silence. The tiger suffers most of all, whining pitifully and rubbing his stomach with his terrible paws, while his eyes flow with tears. Horses are poor sailors, and often perish on a sea voyage Oxen are heroic in their against seasickness, while elephants, although averse to ocean travel, are amenable to medical treatment.

A Norwegian named John Eggen has invented an electric apparatus for indicating the presence of a school of fish in the deep. It consists of a metal plate and a microphone in the water, connected by wire with a telephone on board ship.

Don't tell about what you would do if you were such and such a merchant--go ahead and show what you Gripsack Brigade.

H. G. McWilliams succeeds Will Mayo as traveling representative for E. E. Hewitt.

C. M. Draper, Michigan representative for D. S. Walton & Co., sends the Tradesman \$2 to be turned over to Crawford S. Kelsey, who is selling tickets on his famous picture, Custer's Last Charge, at the Morton House. Mr. Draper resides in Detroit.

Grand Rapids Council, No. 131, U. C. T., has just issued an official guide to the hotels and livery stables of Michigan which will prove invaluable to every member of the order. It is published in compact form-vest pocket size-so that it can be easily carried by any traveling man.

Shelby Herald: A change in business took place last Monday whereby a partnership was formed at the Hotel Shelby, Mr. E. H. Ward, of Rothbury, formerly of Chicago, renting the basement and ground floor of the hotel of Mrs. Rusland, who retains charge of the sleeping apartments.

There exists a curious postal regulation in France whereby letters addressed to the President of the Republic, to the Presidents of the Senate and Chamber, and to the Perfect of Police do not require to be stamped. The Matin has taken advantage of this to organize a new system of petitioning in favor of penny post-With every paper sold, a post age. card is enclosed addressed to the President of the Chamber of Depu-The readers are asked to sign ties. it and drop it in the nearest post The postal authorities are the only people who may not fully appreciate the beauties of a scheme involving the collection and distribution of perhaps half a million cards. It has long been a matter of surprise that while in practically all other civilized countries the postage on an inland letter is one penny it should have remained three-half-pence in France. If at the approaching International Postal Conference France along with other nations agrees to an international penny post, the absurd situation will be brought about that a Frenchman can send a letter abroad more cheaply than to his next door neighbor.

It is estimated by experts that the area of America coal fields, at present open to mining, is more than five times as great as that of the coal fields of England, France, Germany and Belgium, the great coal-producing countries of Europe. While practically all the available coal areas of those countries have been opened to mining, ours have scarcely been estimated.

While women are allowed to vote in Australia, no disposition is shown to elect them as legislators. The most popular woman candidate at the last election received only 30,000 votes, as against the 80,000 of the man lowest on the list of competitors.

The up-to-date dealer does wait for a demand for new articles.



President—Henry Heim, Saginaw. Secretary—Arthur H. Webber, Cadillac. Treasurer—J. D. Muir, Grand Rapids. C. B. Stoddard, Monroe. Sid A. Erwin, Battle Creek.

Michigan State Pharmaceutical Associa-

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Dolson, St. Charles.

Responsibility Relative to the Training of Apprentices.

Of all the responsibilities with which a pharmacist is burdened, and they are many, there is none so great as the training of an apprentice; and I regret to state that this most important charge is in the majority of cases sadly neglected.

Too many apprentices begin their career by accident; that is to say, many of them are merely looking for work of some kind, and a position in a drug store being the first one offered, they accept it without giving a thought as to whether they are adapted to the business or whether they would care to take it up as a life work. Or perhaps they are attracted by the glitter of the store or the fizzing of the soda fountain, and, thinking it all pleasant, easy work, will look for a position without any idea of what is behind the scenes.

The pharmacist is wholly to blame for the existence of this class of apprentices, which, I am sorry to say, is very large.

How often we find cases where the pharmaceutical knowledge of an apprentice is so limited that he will dilute a fluid extract and call it a tincture, although he may have gone so far as to become a registered assistant!

How many pharmacists are there who take the trouble to teach their he is serving you. apprentices the difference tween apothecaries' and avoirdupois weights? And this you will find is one of the weak points with a large number of drug clerks.

If you hand them a prescription which contains, say, two drachms of zinc oxide and one ounce of petrolatum, and watch them closely, you will find that they will use apothecaries' weight for the zinc oxide, and an ounce avoirdupois weight for the and often injurious. The best treatpetrolatum, and will then open their eyes in wonder because you see fit eral health, get more outdoor exerto correct them.

these or similar errors, for he may have seen his instructor do the same use of shampooing and washing with thing, or he may have done it time alkalies or soap. and time again under his instructor's consult a good physician who makes eye without being corrected.

to educate, you will look carefully eral health fully and give you fur-

a school, for you want him to be under masters who will take an interest in him and instruct him thoroughly in all the details of the course which he is about to pursue. It is your duty to do this, for you are responsible for his future and he looks to you to direct him aright.

So it is with your apprentice-he comes to you to learn a business which he hopes to follow successfully through life, and it is your duty to give him a proper foundation so that he may benefit by the experience he gains every day, and it is his right to demand that you teach him all you can.

Teach your apprentices to be neat, accurate, attentive and studious. Explain carefully all the details of each day's work, and do not lose your patience with them because you may have to explain the same thing two or three times. They can not learn it all in one day, and, as everything is new and strange, they need a few words of encouragement to help them along and give them confidence in themselves. Do not rush them out into the front of the store too soon, for if you do they will become embarrassed at every turn and will soon lose their courage.

Show them how to study, and do not act bored if they appear before you several times a day like a great question mark. Answer their questions to the best of your knowledge, or else show them where they can find the correct answers-for they may ask you some things that will compel you to do a little studying yourself!

Do not for one minute overlook your responsibility to your apprentices, and before engaging one make sure of the following points:

right.

Second, that he has the ability to learn the business.

Third, that he is desirous of learning the business after having had explained to him what will be expected of him.

Fourth, that you are willing and anxious to teach him all you can while

A. C. Le Richeux.

Restoring Gray Hair to Its Natural Color.

When the hair begins to turn gray it is usually an evidence of lack of proper nutrition and nervous vitality. There is probably nothing that could be used as an application that would naturally restore the original color. Such applications are usually dves ment would be to improve your gencise and sunshine, use massage for The clerk is often not to blame for the scalp with a little lanolin, brush it thoroughly every day and stop the You had better a specialty of skin diseases, who If you have a son whom you wish would doubtless examine your genover the field before placing him in ther and better advice. J. Morley.

Druggists as Expert Advertisers.

Every merchant should work earnestly to be an expert advertiser. One of the most short-sighted follies of the present day is that schools of pharmacy can train their students to compound prescriptions and know about the professional side of pharmacy, but they send them out absolutely ignorant of the greatest known means of making their calling the greatest success. Any school of pharmacy that would add to its curriculum a thorough course in advertising would, in time, establish a reputation for turning out graduates whose services would be through the country everywhere, because they know how to get business for their employers.

You can not say "Presto change" and see your business double as a result of a little advertising. Success is not attained that way. In advertising you have to fight for everything. Fight for a better position in your newspapers. Fight for better type in your circulars. Fight for better displays. Fight to have illustrations put in without extra charge You have to fight to have your circulars and booklets well distributed. Fight with the clerks in your own store and with yourself to have circulars put into every package which goes out. Fight to have good displays made about your store. Fight to have the store kept clean. Business is a fight from start to finish. Advertising is the pith of business.

You can not say "Presto change" and see your clerks always be early and be filled with eagerness to help build up your business. You can not go about your store like a dead man and expect your employes to be wide awake or your customers to be won by your magnetism and courteous en-First, that his character is all thusiasm. You can not expect to have your store always look shipshape when you yourself are slovenly and careless. This is all advertising, although not always recognized as such.

Before you start to advertise get ready to do business, have your store and clerks in proper shape. Then decide upon some line or lines of advertising and stay with them. It may be newspapers, circulars, booklets, pamphlets, fence signs or bill-boards, slips enclosed in parcels, samples, advertising novelties or the one hundred and one other ways of advertising.

The Drug Market.

Opium-Is unchanged. Morphine-Is steady.

Quinine-No change is expected before the next Amsterdam bark sale on December 15. The article looks firm and there may possibly be an advance at that time.

Acetanilid-Is very firm and tending higher.

Balm Gilead Buds-Have advanced and are tending higher on account of

Cantharides, Russian-Are a little Chloroform--Is weak at the reduc-

ed price. Lycopodium-Has again advanced 2c per pound.

Menthol - Is steadily declining. Stocks are very large in Japan and lower prices will probably follow.

Wild Cherry Bark--Is very scarce and has advanced.

Sassafras Bark-Is very firm at the high prices quoted.

Oil Citronella-Has again advanced and is very firm.

Gum Camphor-Has again advanced 3c per pound, and another advance is looked for as the American price is below the English. This is on account of scarcity of crude. Very little is coming forward. Japanese refined can not be imported for less than the present price of American.

Coriander Seed-Has again advanced on account of scarcity.

Linseed Oil-Has advanced on account of higher price for the seed.

Window Signs a Revenue Producer.

St. Louis druggists who subscribed for stock in the Merchants' Buying Association to secure electrical window devices have now received them. The machine is a large box with a window and an electric light inside. Eight transparent signs operated by electricity appear at the window at half minute intervals. Some of the signs are devoted to the druggist's preparations, the remainder those of outside firms. The latter are charged for. The Association makes the contract for these signs and turns over the balance of revenue to the druggist. According to some users of these signs the revenue amounts to five dollars a month.

Fatal Result of Mixing Mercury and Nitric Acid.

Nitric acid and mercury dispensed in the same bottle by an English pharmacist was the cause of a boy's death. The two chemicals were to be used in a plating mixture. Although the clerk who dispensed them knew that each ingredient was dangerous, he was not aware of the fact that mixing them made them more so. The cork blew from the bottle before the boy got out of the store and the acid reached his face, causing burns from the effect of which he died.

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.

WHOLESALE DRUG PRICE CURRENT

			DROG FRIC	L
Advanced— Declined—				
Acidum		-	Evechthitos1 00@1	10
Aceticum Benzoicum, Ger. Boracic Carbolicum Citricum	6@ 70@	8 75	Evechthitos1 00@1 Erigeron1 00@1 Gaultheria2 40@3 Geraniumoz Gossippii Sem gal 50@ Hedeoma 1 40@1	10 60
Boracic	26@	17 29	Geraniumoz Gossippii Sem gal 50@	75 60
Citricum Hydrochlor	38@	40 5	Hedeoma1 40@1 Junipera 40@1	50
Nitrocum	3@ 8@	10 12	Lavendula 90@2	75
Phosphorium, dil.	4200	15 45	Mentha Piper4 25@4 Mentha Verid 5 00@5	50
Nitrocum Oxalicum Oxalicum, dil. Salicylicum Sulphuricum Tannicum Tartaricum	34 @ 75 @	5 80	Gossippii Sem gal 50@ Hedeoma 1 40@1 Junipera 40@1 Lavendula 90@2 Limonis 90@1 Mentha Piper .4 25@4 Mentha Verid 5 00%5 Morrhuae gal 50@2 Myrcia 3 00@3 Glive 75@3	50
Tartaricum	38@	40	Olive	
Aqua, 18 deg Aqua, 20 deg	4@	6	Picis Liquida gal @	25
Aqua, 20 deg Carbonas	6@ 13@	8 15	Ricina 90@ Rosmarini 91@ Rosae oz 5 00@6 Succini 40@	00
Aniline	12@	14	Succini 40@ Sabina 90@1	45
Diack		UU	Santal	50
Red2	50@3	50	Sinapis, ess, oz	65
Red	15@	18	Succini 40@ Sabina 90@1 Santal 2 25@4 Sassafras 90@1 Sinapis, ess. oz. @ Tiglil 1 10@1 Thyme 40@ Thyme, opt @1 Theobromas 15@	50
Juniperus Xanthoxylum	5@ 30@	35	Theobromas 15@	20
		50	Fotassium	
Copaiba Peru Terabin, Canada. Tolutan	@1 60@	50	Bi-Carb 15@ Bichromate 13@ Bromide 40 つ Carb 12%	15 45
Tolutan	60@ 35@	40	Bromide	15 14
Cortex Abies, Canadian		18	Cyanide 34@ Iodide 35@3	38
Cassiae Cinchona Flava		20 18	Potassa, Bitart pr 30@ Potass Nitras opt 7@	32 10
Buonymus atro Myrica Cerifera		30 20 12	Potassa, Blatt pr 30m Potass Nitras opt 7@ Potass Nitras 6@ Prussiate 23@ Sulphate po 15@	8 26
Myrica Cerifera Prunus Virgini Quillaia, gr'd Sassafraspo 25		12	Sulphate po 15@	18
Ullius		22 40		25
Extractum Glycyrrhiza Gla	24@	30	Anchusa 10@	33 12
Glycyrrhiza, po	28@ 11@	30 12	Calamus 20@	25 40
Haematox, 1s Haematox, ½s Haematox, ¼s	13@ 14@	14 15	Aconitum 20@ Althae 30@ Anchusa 10@ Arum po 60@ Calamus 20@ Gentiana po 15 12@ Glychrrhiza pv 15 16@ Hydrastis, Canada 1Hydrastis, Canada 1Hydrastis, Canada 11% Ingreac, po 18@ Ipecac, po 2 00@ Iris plox 35@ Jalapa, pr 35@	15 18
Haematox, ¼s	16@	17	Hydrastis, Canada Hydrastis, Can.po @2	75
Carbonate Precip.	2	15	Inula, po 180	15 22
Citrate Soluble	-	55 40	Iris plox 35@ Jalapa, pr 25@	2 10 40 30
Citrate Soluble Ferrocyanidum S. Solut. Chloride Sulphate, com'l Sulphate, com'l, by		15	Jalapa, pr 25@ Maranta, ¼s @ Podophyilum po. 15@ Rhei 75@	35 18
Sulphate, com'l, by bbl. per cwt			Rhei 75@1	1 00
Sulphate, pure		70	Rhei	1 00 35
Arnica	15@	18 25	Sangunari, po 24 (0)	55
Anthemis Matricaria Folia	22@ $30@$	35	Senega 85@	90
Barosma Cassia Acutifol,	30@	33	Senega	25 12
fitter aveally	15@ 25@	20 30	Symplocarpus @	25 25
Salvia officinalis,	18@	20	Symplocarpus @ Valeriana Eng @ Valeriana, Ger 15@ Zingiber a 12@ Zingiber j 16@	20 14
Cassia, Acutifol., Salvia officinalis, ¼s and ½s Uva Ursi	8@	10	Zingiber j 16@	20
Acacia, 1st pkd Acacia, 2nd pkd Acacia, 3rd pkd Acacia, sifted sts.	@	65 45	Semen Anisum po. 20 @	16
Acacia, 3rd pkd	@	35 28	Apium (gravel's). 13@ Bird, 1s 4@	15
	45@ 12@	65 14	Bird, 1s 4@ Carui po 15 10@ Cardamon 70@ Coriandrum 12@	90
Aloe, Barb Aloe, Cape Aloe, Socotri	@	25 45		14 7
Ammoniac Asafoetida Benzoinum Catechu, 1s Catechu, ½s Catechu, ½s Camphorae Funborbium	55@ 35@	60 40	Cannabis Sativa. 500 Cydonium 750 Chenopodium 250 Dipterix Odorate. 800 Foeniculum 0 Foenugreek, po. 700	1 00
Benzoinum	50@	55 13	Foeniculum @	1 00
Catechu, ½s Catechu, ¼s	@	14 16	Lini 4@	
Camphorae Euphorbium	84@	88	Lini	80
Galbanum	25@1	35	Pharlaris Cana'n 9@ Rapa 5@	6
Guaiacumpo 35 Kinopo 45c			Rapa 5@ Sinapis Alba 7@ Sinapis Nigra 9@	
Kinopo 45c Mastic Myrrhpo 50	@	60 45	Spiritus Frumenti W D2 00@	2 50
Opil3 Shellac Shellac bleached	60@	10 65	Frumenti W D. 2 0000 Frumenti 1 2500 Juniperis Co O T.1 6500 Juniperis Co 1 7500 Saccharum N E.1 9000 Sot Vini Galli 1 7500 Vini Oporto 1 2500 Vina Alba 1 2500	$\frac{1}{2} \frac{50}{00}$
	65@ 70@1	70	Juniperis Co1 75@ Saccharum N E.1 90@	$\frac{3}{2} \frac{50}{10}$
Absinthium oz pk		25 20	Spt Vini Galli1 75@ Vini Oporto1 25@	$\frac{6}{2} \frac{50}{00}$
Absinthium oz pk Eupatorium oz pk Lobeliaoz pk Majorumoz pk		25 28	Sponges	2 00
Mentha Pip oz pk Mentha Ver oz pk		23 25	Florida Sheeps' wl carriage3 00@	3 50
Rueoz pk Tanacetum V Thymus V oz pk		39 22	Nassau sheeps' wl carriage3 50@	3 75
Thymus V oz pk Magnesia		25	Velvet extra shps' wool, carriage . @	2 00
Calcined, Pat	55@ 18@	60	Florida Sheeps' wl carriage 3 00@ Nassau sheeps' wl carriage 3 50@ Velvet extra shps' wool, carriage Extra yellow shps' wool carriage Grass sheeps' wl.	1 25
Calcined, Pat Carbonate, Pat Carbonate K-M. Carbonate	18@	20 20 20	Grass sheeps' wl, carriage @	1 25
Abainthium	000	. 00	Hard, slate use @	1 00
Amygdalae, Dulc.	50@	60	slate use @ Syrups	1 40
Amygdalae, Dulc. Amygdalae Ama. 8 Anisi 1 Auranti Cortex .2 Bergamii 2 Cajiputi	75@1	8 25 1 85 2 40	Acacia @ Auranti Cortex @	50
Bergamii2	85@3	3 25 90		50
Caryophylli1	40@1	1 50 90	Ipecac @	50
Bergamii 2 Cajiputi 1 Caryophylii 1 Cedar Chenopadii 1 Cinnamoni 1 Citronella Conium Mac Copalba 1 Cubebae 1	100	2 25	Smilax Offi's 50@ Senega	
Citronella	500	60	Scillae Co @ Tolutan@	50
Copaiba1	15@1	25	Tolutan @ Prunus virg @	50
		-		

1	Tinctures	
	Aconitum Nap'sR Aconitum Nap'sF	60
1	Aconitum Nap'sF	50
1	Aloes	60
١	Aloes & Myrrh	50
1	Asaroetida	60
ı	Afrone Belladonno	50 60
1	Auranti Cortex	50
1	Benzoin Co	60
ı	Benzoin Co	50
١	Barosma Cantharides	50 75
	Cansicum	50
	Capsicum	75
	Cardamon Co	75 1
	Castor 1	00
	Catechu	50
1	Cinchona Co	50 60
	Columba	50
	Cubebae	50
1	Columba Cubebae Cassia Acutifol	50
1		50
١	Digitalis	50
1	Ergot Ferri Chloridum.	50 35
	Gentian	50
	Gentian Co	60
	Guiaca	50
	Guiaca ammon	60
	Hyoscyamus	50 75
1	Iodine, colorless	75
	Kino	50
1	Lobelia	50
	Myrrh	50
	Nux Vomica Opil	50 75
	Onil camphorated	50
		50
	Quassia	50
	Rhatany	50
	Knel	50
	Sanguinaria Serpentaria	50
	Stromonium	60
	Stromonium Tolutan	60
	Valerian Veratrum Veride.	50
	Veratrum Veride.	50
	Zingiber	20
	Miscellaneous	
	Aether, Spts Nit 3f 30@ Aether, Spts Nit 4f 34@	35
	Actuel, phis Mit 41 34@	00

Aether, Spts Nit 4f	34@	38
Alumen, grd po 7	3@	4
Annatto	40@	50
Antimoni, po Antimoni et po T	400	50
	@	25
Antipyrin Antifebrin	ä	25 20
Argenti Nitras oz	@	48
Arsenicum	10@	12
Arsenicum Balm Gilead buds	60@	65
Bismuth S N2	20@2	30
Baim Ghead buds Bismuth S N 2 Calcium Chlor, 1s Calcium Chlor, 1/2s Calcium Chlor 1/4s	@	9
Calcium Chlor, 1/2s	@	10 12
Calcium Chlor 4s Cantharides, Rus. Capsici Fruc's af Capsici Fruc's po Cap'i Fruc's B po	@1	85
Cantharides, Rus.	@ 1	20
Capsici Fruc's no	@	22
Cap'i Fruc's B no	@	15
	25@	28
Carmine, No. 40.	. @4	25
Cera Alba	50@	55
Cera Flava	40@	42
Crocus1 Cassia Fructus	75@1	80
Cassia Fructus	@	35
entraria	@	10 35
Cataceum Chloroform	42@	52
Chloro'm, Squibbs	@	95
Chloral Hyd Crst 1	35@1	60
	20@	25
Cinchonidine P-W	38@	48
Cinchonide Germ	38@	48
Cocaine 4	05@4	25
Corks list d p ct.	_	75
Creosotum Cretabbl 75	@	45
	@	5
Creta, prep	00	11
Creta, precip Creta, Rubra	@	8
Creta, Rubra Crocus1 Cudbear1	75@1	80
	α	24
Cupri Suipii	6@	8
Dextrine	7@	10
Emery, all Nos Emery, po	@	8
Emery, po Ergotapo. 65	60@	65
Ergotapo. 65 Ether Sulph Flake White	70@	80
Flake White	12@	15
Galla	@	23
Gambler	8@	9
Gelatin, Cooper . Gelatin, French . Glassware, fit box	@	60
Gelatin, French .	35@	60
Glassware, fit box		75
	110	70 13
Glue, brown Glue, white	15@	25
Glue, White	16@	20
Glycerina Grana Paradisi	@	25
Humulus	25@	55
Hydrarg Ch Mt.	@	95
Humulus	@	90
Hydrarg Ox Ru'm	@1	05
Hydrarg Ammo'l	@1	15
Hydrarg Ungue'm	50@	60 75
Ichthyobolla, Am.	90@1	00
Tonen, obonie,	75@1	
Indigo	35@4	40
Iodoform4		20
Lupulin	@	40
Lycopodium1		10
Macis	65@	75
	@	25
Hydrarg Iod	100	12
Liq Potass Arsinit Magnesia, Sulph. Magnesia, Sulph b	200	12
Magnesia Sulph b	bl. @	1%

Mannia, S F 45@ 50	Sapo, M 10@ 12	Lard, extra 70@ 80
Menthol 3 50@4 00	Sapo, G @ 15	Lard, No. 1 60@ 65
Morphia, SP & W2 35@2 60	Seidlitz Mixture 20@ 22	Linseed, pure raw 41@ 44
Morphia, SNY Q2 35@2 60	Sinapis @ 18	Linseed, boiled 42@ 45
Morphia, Mal 2 35@2 60	Sinapis, opt @ 30	Neat's-foot, w str 65@ 70
Moschus Canton. @ 40	Snuff, Maccaboy,	Spts. Turpentine. 58@ 63
Myristica, No. 1. 28@ 30	DeVoes @ 51	
Nux Vomica po 15 @ 10	Snuff. S'h DeVo's @ 51	Paints bbl L
Os Sepia 25@ 28	Soda, Boras 9@ 11	Red Venetian1% 2 @3
	Soda, Boras, po. 9@ 11	Ochre, yel Mars.1% 2 @4
Pepsin Saac, H &	Soda et Pot's Tart 28@ 30	Ochre, yel Ber 134 2 @3
P D Co @1 00	Soda, Carb 11/2 @ 2	Putty, commer'1.21/4 21/2@3
Picis Liq N N 1/2	Soda, Bi-Carb 3@ 5	Putty, strictly pr21/2 23/4 @3
gal doz @2 00	Soda, Ash 31/2@ 4	Vermilion, Prime
Picis Liq qts @1 00	Soda, Sulphas @ 2	American 13@ 15
Picis Liq. pints. @ 60	Spts. Cologne @2 60	Vermilion, Eng 75@ 80
Pil Hydrarg po 80 @ 50	Spts. Ether Co 50@ 55	Green, Paris14@ 18
Piper Nigra po 22 @ 18	Spts, Myrcia Dom @2 00	Green, Peninsular 13@ 16
Piper Alba po 35 @ 30	Spts, Vini Rect bbl @	Lead, red 634@ 7
Pix Burgun @ 7	Spts, Vi'i Rect ½b @	Lead, white 634@ 7
Plumbi Acet 12@ 15	Spts, Vi'i R't 10 gl. @	Whiting, white S'n @ 90
Pulvis Ip'c et Opiil 30@1 50	Spts. Vi'i R't 5 gal @	Whiting Gilders' @ 95
Pyrethrum, bxs H	Strychnia, Crystal 90@1 15	White, Paris Am'r @1 25
& P D Co. doz. @ 75	Sulphur Subl234@ 4	Whit'g Paris Eng
Pyrethrum, pv 20@ 25	Sulphur, Roll 21/2 @ 31/2	cliff @1 40
Quassiae 8@ 10	Tamarinds 8@ 10	Universal Prep'd 1 10@1 20
Quinia, S P & W. 25@ 35	Terebenth Venice 28@ 30	Varnishes
Quinia, S Ger 25@ 35	Theobromae 45@ 50	
Quinia, N. Y 25@ 35	Vanilla 9 00@	No 1 Turp Coach 1 10@1 20
Rubia Tinctorum 12@ 14	Zinci Sulph 7@ 8	Extra Turp1 60@1 70
Saccharum La's. 22@ 25		Coach Body 2 75@3 00
Salacin 50@4 75	Oils	No 1 Turp Furn1 00@1 10
Sanguis Drac's 40@ 50	bbl gal	Extra T Damar .1 55@1 60
Sapo, W 12@ 14	Whale, winter 70@ 70	Jap Dryer No 1 T 70@

Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

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A Axle Grease 1	Frazer's
Axie Grease	BAKED BEANS
Bath Brick 1	Columbia Brand 11b. can per doz 90 21b. can per doz 1 40 31b. can per doz 1 80 BATH BRICK
Brushes	BATH BRICK American 75
C C	English 85 1
Candles 1	No. 1 Carpet 2 75 No. 2 Carpet 2 35
Carbon Oils 2	No. 2 Carpet 2 35 No. 3 Carpet 2 15 No. 4 Carpet 175 Pollon Com 2 45
Cheese 2 Chewing Gum 3	Common Whisk 85 I Fancy Whisk 1 20
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H Howhen 5	Apples 3 lb. Standards 75@ 80 Gals. Standards .1 90@2 00 E
Herbs	
Indigo 5	Standards
J Jelly 5	String
L Ligariae 5	Deandard
Licorice	2 lb. cans, Spiced. 190 E
Meat Extracts 5 Molasses 6	Little Neck, 1 lb.1 00@1 25
Mustard 6	Clams Clams Little Neck, 1 lb.100@1 25 G Little Neck, 2 lb. 150 L Clam Bouillon Burnham's, ½ pt. 192 Burnham's, pts 360 Burnham's, qts 720 B Cherries Red Standards130@150 White
Nuts	Burnham's, pts3 60 W Burnham's, qts7 20 E
lives	Red Standards1 30@1 50 J. White
	Corn
Pipes 8 Pickles 8 Playing Cards 6 Potash 6 Provisions 6	Good
Potash 6 Provisions 6	
R	Extra Fine
Rice 6	Extra Fine 19 Fine 15 I Moyen 11 S Gooseberries Standard 96 S Tandard 97 S Tandard 98 S Tandard
Salad Dressing 7 Saleratus 7 Sal Soda 7	I chetar
Salt Fish 7	Star, ½1b
Salt Fish 7 Seeds 7 Shoe Blacking 7	Picnic Talls 2 60 F
Snuff	Mustard, 2 1b
Spices 8 Starch 8	Soused, 2 lb
Sugar 8 Syrups 8	Mushrooms Hotels
	Mustard, 1 1b 1 180
Tea	Cove. 210
Vinegar 9	Cove, 1 lb. Oval . 1 00 6 Peaches Ple 1 10@1 15 Yellow 1 65@2 00 8
Washing Powder	
Woodenware 9	Fancy @2 00 1
	Marrowfat 90@1 00 Marly June 90@1 60 Early June Sifted 1 65
Yeast cake 10	Early June Sifted 1 65

••	mave their orders inited at	Cotton Braided
	DECLINED	Cotton Braided 40 ft. 95 50 ft. 135 60 ft. 16 Galvanized Wire No. 20, each 100 ft long. 190 No. 19, each 100 ft long. 210
		No. 20, each 100 ft long.1 90 No. 19, each 100 ft long.2 10
		COCOA
		Colonial, ½s
		Huyler 45 Van Houten, 1/8 12
_	2	Van Houten, ¼s 20 Van Houten, ¼s 40
0	Plums 85	Webb 31 Wilbur, ½s 41
5	Grated1 25@2 75 Sliced1 35@2 55	COCOANUT
0	Plums 85 Grated 1 25@2 75 Sliced 1 35@2 55 Pumpkin 70 Good 80	Dunham's ½s 26 Dunham's ½s & ¼s 26½ Dunham's ¼s 27 Dunham's ½s 28 Bulk 13
	Gallen @2 00	Dunham's \(\frac{1}{2} \) S \(\frac{1}{2} \) Bulk \(\frac{1}{2} \) \(\frac{1}{2} \)
000	Standard @	20 lb. bags 21/2
5	14 1b. cans 3 75 14 1b. cans 7 00	20 lb. bags 2½ Less quantity 3 Pound packages 4 COFFEE
5	Raspberries Standard @ Russlan Cavier ½ fb. cans 3 75 ½ fb. cans 7 00 1 fb can 12 00 Salmon Col'a River, tails @ 1 75 Col'a River, flats 1 85@1 90 Red Alaska 1 35@1 45 Pink Alaska 9 95 Domestic ½ 8 3½ @ 3¾ Domestic ½ 8 11@14 California ½ 11@14 California ½ 17@24 French ½ 7@14 French ½ 7@14 French ½ 8 7@14 Shrimps Standard 1 20@1 40	Rlo Common12
5550	Col'a River, flats.1 85@1 90 Red Alaska1 35@1 45 Pink Alaska 95	Common 12 Fair. 13 Choice 15 Fancy 18 Common 12½ Fair. 13 ½ Choice. 15 Fancy 18 Dechary 18 Common 12½ Fair. 13 ½ Choice. 15 Fancy 18 Choice 15 Choice
5	Sardines Domestic, ¼s 3½@ 3¾ Domestic ¼s	Santos Common
0	Domestic, Must'd 6@ 9 California, ¼s 11@14	Fair
5	French 4s 7@14	Peaberry
5	Shrimps Standard1 20@1 40	Fair
5	Standard	Choice
0	Fancy	Choice
0	Fancy 140	African
5	Fair @ 80 Good @ 85 Fancy 1 15@1 45 Gallons 2 50@2 60	Choice 15 African 12 Fancy African 17 O. G. 25 P. G. 31 Mocha
	Gallons	Arabian21
	Barrels Perfection @11½	New York Basis. Arbuckle
	D. S. Gasoline . @13 Deodor'd Nap'a @12	Jersey
)	Cylinder 29 @34½ Engine 16 @22 Plack winter 9 @10¾	New York Basis. Arbuckle 13 50 Dilworth 13 50 Jersey 13 50 Lion 13 50 McLaughlin's XXXX McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chi- cago.
5	CATSUP Columbia, 25 pts4 50	orders direct to W. F. McLaughlin & Co., Chi-
5	Snider's quarts 3 25 Snider's pints 2 25	eago.
0	CARBON OILS Barrels Perfection	Extract Holland. ½ gro boxes. 95 Felix, ½ gross
0	Carson City	Hummel's tin, ½ gro.143 CRACKERS
5	Emblem @ Gem @14	National Biscuit Company's Brands Butter
2	Jersey @13 Riverside @13½	Seymour Butters 6 N Y Butters 6 Salted Butters 6 Family Butters 6 Soda N B C Sodas 6
0	Warner's	Family Butters 6 Soda
0	Emblem @ 14 Gem @ 14 Ideal @ 13 Jersey @ 13 Warner's @ 13 Brick @ 14 Edam @ 19 Leiden @ 15 Limburger @ 15 Limburger @ 13 Pineapple 40 @ 60 Swiss, domestic @ 14 Swiss, imported @ 20 CHEWING GUM American Flag Spruce. 55 Beeman's Pepsin 60 Black Jack 55 Largest Gum Made 60 Sen Sen 55 Sen Sen Breath Per'e. 1 60 Sugar Loaf 55	N B C Sodas 6 Select 8 Saratoga Flakes 13 Oyster Pound Overtree
0	Swiss, domestic . @14 Swiss, imported . @20	Oyster Round Oysters 6
2	American Flag Spruce. 55 Reeman's Pensin 60	Faust 7½ Argo 7
9 5	Black Jack 55 Largest Gum Made 60	Extra Farina 7½ Sweet Goods
0	Sen Sen Breath Per'e.1 00 Sugar Loaf 55	Assorted Cake 10 Bagley Gems 8
5	Yucatan 55	Belle Rose 8 Bent's Water 16 Rutter Thin 13
5	Red 7 Eagle 4	Chocolate Drops16 Coco Bar10
0	Franck's 7 Schener's 6	Cinnamon Bar 9 Coffee Cake, N. B. C. 10
0 0	Walter Baker & Co.'s German Sweet 23	Cocoanut Macaroons 18
0	Vanilla	Currant Fruit 10 Chocolate Dainty 16
0	CLOTHES LINES	Dixie Cookie 8 Fluted Cocoanut10
00	60 ft, 3 thread, extra1 06 72 ft, 3 thread, extra1 40	Frosted Creams 8 Ginger Gems 8 Ginger Snaps, N B C 7
0	60 ft, 6 thread, extra 1 70 72 ft, 6 thread, extra 29	Grandma Sandwich 10 Graham Crackers 8
5	60 ft	Honey Jumbles 12 Iced Happy Family11
50	Leiden	Irdiana Belle15
005	Sisal 60 ft, 3 thread, extra	Jersey Lunch 8 Lady Fingers 12 Lady Fingers hand md 25
	79 R 1 60	

3	4
Cotton Wndsor	Lemon Biscutt Squa
ft	Lemon Snaps Lemon Gems
ft	Lem Yen
ft 1 25	Marshmallow Crear
ft	Marshmallow Crear Marshmallow Wain Mary Ann Malaga
ft	Mich Coco Fs'd ho
COCOA	Mary Ann Malaga Mich Coco Fs'd ho Mik Biscuit Mich Frosted Honey Mixed Picnic Molasses Cakes, So Moss Jelly Bar. Muskegon Branch, I Newton Outmeal Crackers
ker's 38 eveland 41 lonial, 1/2s 35 lonial, 1/2s 34	Molasses Cakes, So Moss Jelly Bar
	Muskegon Branch, I Newton
iyler 45 in Houten, 1/8 12	Oatmeal Crackers Orange Slice
19 er	Newton Oatmeal Crackers Orange Slice Orange Gem Penny Assorted Cal
ebb	Pineapple Honey .
lbur, 4s 42	Pretzels, hand made Pretzelettes, hand n
nham's ½s 26	Pretzelettes, mch. r
nham's 1/2 8 4/8 261/2	Revere
IK 10	Snowdrops Spiced Sugar Tops
	Sugar Cakes, scallo Sugar Squares
COCOA SHELLS b. bags	Sultanas
COFFEE	Scotch Cookies Snowdrops Spiced Sugar Tops Sugar Cakes, scallo Sugar Squares Sultanas Spiced Gingers Urchins Vienna Crimp Vanilla Wafer Waverly Waverly
mmon12	Zannihan
ir	Parrels or drums
Santos mmon12½	Boxes. Square cans. Fancy caddies. DRIED FRUIT
ir	DRIED FRUIT
mmon 12½ ir. 13½ oice. 15 ncy. 18 aberry	Sundried
Maracalbo ir15	California Prun 100-125 25 lb. boxes. 90-100 25 lb.bxs. 80-90 25 lb. bxs. 70-80 25 lb. bxs. 60-70 25 lb. boxes.
ir	90-100 25 lb.bxs 80-90 25 lb. bxs.
ncy16½ Guatemala	70-80 25 fb. bxs. 60-70 25 fb. boxes.
olce	40-50 25 lb. bxs.
rican12 nev African17	80-90 25 lb. bxs. 70-80 25 lb. bxs. 60-70 25 lb. bxs. 50-60 25 lb. bxs. 40-50 25 lb. bxs. 30-40 25 lb. bxs. 4c less in by J. Citron Corsican.
rican	Corsican
abian	Imp'd. 17b. pkg Imported bulk69 Peel
Package New York Basis.	emon American
New York Basis. buckle	Orange American
sey	London Layers 4 cr
Laughlin's XXXX McLaughlin's XXXX sold	Loose Muscatels, 2 of Loose Muscatels, 3 of
lers direct to W. F.	Loose Muscatels, 4 of L. M. Seeded, 1 lb.
	London Layers 3 ct London Layers 4 ct Cluster 5 crown Loose Muscatels, 2 c Loose Muscatels, 4 c Loose Muscatels, 4 c L. M. Seeded, 4 lb 5 Sultanas, bulk Sultanas, bulk Sultanas, bulk
Extract lland. ½ gro boxes. 95 lix. ½ gross	
mmel's foil, ½ gro. 85	Dried Lima Med. Hd. Pk'd2 (Brown Holland
CRACKERS	Brown Holland
tional Biscuit Company's Brands	Bulk, per 100 lbs
Butter ymour Butters 6	Flake, 50 lb. sack
ymour Butters 6 Y Butters 6 Ited Butters 6 mily Butters 6 Soda	Pearl, 100 fb. sack
Soda B C Sodas 6	Farina 24 1lb. packages Bulk, per 100 lbs. Hominy Flake, 50 lb. sack Pearl, 200 lb. sack Pearl, 100 lb. sack Maccaroni and Ve Domestic, 10 lb. box Pearl Barley Common.
B C Sodas 6 ect 8 ratoga Flakes 13	
Oyster ound Oysters 6	Empire
Oyster und Oysters 6 uare Oysters 6 ust 74, go 7, tra Farina 71, Sweet Goods imals 10	Green, Wisconsin, b Green, Scotch, bu Split, Ib.
tra Farina 71/2	Split, Ib. Rolled Oats Rolled Avenna, bbls
imals	Rolled Avenna, bbls Steel Cut, 100lb. sa
gley Gems 8 lle Rose 8	Steel Cut, 100lb. sa Monarch, bbl Monarch, 10lb. sack Quaker, cases
Sweet doods 10 10 10 10 10 10 10 1	
co Bar10	German, sacks German, broken pk
tter Thin 13 locolate Drops 16 coc Bar 10 cocanut Taffy 12 mamon Bar 9 ffee Cake, N. B. C. 10 ffee Cake, Iced 10 coanut Macaroons 18 acknels 16 rrant Fruit 10 ocolate Dainty 16 rtwheels 9 xie Cookle 8 tited Cocoanut 10 osted Creams 8 seer Gems 8	Tapioca
ffee Cake, Iced 10 coanut Macaroons 18	Pearl. 130fb. sacks Pearl. 130fb. sacks Pearl. 24 1fb. pkg Wheat Cracked bulk
rrant Fruit 16	Crached, built
ocolate Dainty 16	
xie Cookie 8 uted Cocoanut10	1/4 to 2 in
nger Gems 8	
andma Sandwich 10 aham Crackers 8	2 in
oney Fingers, Iced 12 oney Jumbles 12	Co.ton Lines No. 1, 10 feet No. 2, 15 feet No. 3, 15 feet
osted Cocoanut 10 osted Creams 8 nger Gems 8 nger Sanps N B C 7 andma Sandwich 10 aham Crackers 8 mey Fingers, Iced 12 mey Jumbles 12 ed Happy Family 11 dd Honey Crumpet 10 nortals	No. 2, 15 feet No. 3, 15 feet No. 4, 15 feet

		_
non Biscutt Square. 8	smail	20
non Gems 10	raige	36
mon Biscutt Square. 8 mon Wafer 16 mon Snaps 12 mon Gems 16 m Yen 10 rshmallow 16 rshmallow Cream 16 rshmallow Wainut 16 rshmallow Wainut 16	Bamboo, 14 ft., pr ds Bamboo, 16 ft., pr ds Bamboo, 18 ft., pr ds. FLAVORING EXTRAC	86
rshmallow wainut. 16	Bamboo, 18 ft., pr dz.	80
laga 10 ch Coco Fs'd honey.12 k Biscuit 8 ch Frosted Honey 12	- route & Jenks	
h Frosted Honey 12 ted Picnic 114	Coleman's Van. Le 2oz. Panel 1 20 3oz. Taper 2 00 1 No. 4 Rich. Blake. 2 00 1	75
ted Picnic 11½ lasses Cakes, Sclo'd 8 ss Jelly Bar 12		
skegon Branch, Iced 10 vton	No. 2 D. C. pr ds No. 4 D. C. pr dz1	78 56
nge Slice16	Terpeneless Lemon No. 2 D. C. pr ds No. 4 D. C. pr dz No. 6 D. C. pr dz Taper D. C. pr dz Wexican Vanilla	60 50
ot Bread	No. 2 D. C. pr dz1	20
vton 12 meal Crackers 8 nge Slice 16 nge Gem 16 nny Assorted Cakes. th Bread 7 eapple Honey 15 g Pong 9 tzels, hand made 8 tzelettes hand m/d 8	Mexican Vanilla No. 2 D. C. pr dz 1 No. 4 D. C. pr dz 2 Taper D. C. pr dz 2 Taper D. C. pr dz 2	00
1-1-11-1 h 14 7		
Tzeicties, mcn. m u	Knox's Sparkling, dz. 1 Knox's Sparkling, gro.14 Knox's Acidu'd., doz. 1 Knox's Acidu'd., gro.14 Oxford	00
tch Cookies 10 wdrops 16	Knox's Acidu'd, gro .14 Oxford	00 75
ar Cakes, scalloped 8	Nelson's 1	50 50
tanas	Cox's, 1 qt. size1 GRAIN BAGS	10
nna Crimp 8	Knox's Acidu'd, gro .14 Oxford Plymouth Rock GRAIN BAGS Amoskeag, BGRAINS AND FLOUR Wheat Old Wheat.	14
tilla Wafer 16 verly 9 zibar 9 CREAM TARTAR	GRAINS AND FLOUR Wheat Old Wheat.	
rels or drums29	No. 1 White	10 10
rels or drums 29 es 30 are cans 32 cy caddles 35 DRIED FRUITS	Winter Wheat Flour	
DRIED FRUITS Apples	Local Brands Patents. 6 Second Patents. 6 Straight 5 Second Straight. 5 Clear. 4 Crebber 4	00
Apples dried	Second Straight5 Clear4	40
California Prunes 125 251b. boxes. @ 31/2	Buckwheat5	25
100 25 ID. DXS @ 4½ 90 25 ID. DXS. @ 4½ 80 25 ID. DXS. @ 5	Subject to usual car	20 sh
70 25 lb. boxes. 6 6 60 25 lb. bxs. 6 61/2	discount. Flour in bbls., 25c p bbl. additional.	er
60 25 lb. bxs. 0 6½ 50 25 lb. bxs. 0 7½ 40 25 lb. bxs. 0	Worden Grocer Co.'s Bran Quaker, paper5	70
Citron	Quaker, cloth5 Spring Wheat Flour	90
Currants o'd. 17b. pkg	Pillsbury's Best, 1/4s6 Pillsbury's Best, 1/4s6 Pillsbury's Best 1/4s6	50 40 20
orted bulk6% @ 7	Lemon & Wheeler Co.	8
non American12	TTT:	60 50
Maisins 1 0 0 0 0 0 0 0 0 0	Wingold, ½s	40
ster 5 crown 2 60	Ceresota, ¼s6 Ceresota, ¼s6	60 50
se Muscatels, 3 cr 5½ se Muscatels, 4 cr 6	Worden Grocer Co.'s Brai	40 nd 60
M. Seeded, 1 lb.6½@7½ M. Seeded, ¾ lb 5 @6	Ceresota, ¼s	50 40
anas, packago.	Meal	10
Beans ed Lima6	Bolted2 Golden Granulated3	90
wn Holland2 50	Feed and Milistuffs St. Car Feed screened 23 No. 1 Corn and Oats 23 Corn Meal, coarse23 Oil Meal	00
11b. packages1 75 k, per 100 lbs3 00	Corn Meal, coarse23 Oil Meal28	00
Hominy ke. 50 lb. sack1 00	Oil Meal 28 Winter wheat bran . 19 Winter wheat mid'ngs22	00
rl, 200 lb. sack4 00 rl, 100 lb. sack2 00	Cow feed21	00
nestic, 10 fb. box . 60 orted, 25 fb. box 2 50	Car lots33	
AINACEOUS GOODS al. Lima 6 1. Id. Pk'd 2 00@2 10 wn Holland 2 50 Farina IIb. packages 1 75 k, per 100 lbs 3 00 Hominy ke, 50 lb. sack 1 00 rl. 200 lb. sack 2 00 paroni and Vermicelli nestic, 10 lb. box 2 50 pear l Barley non 2 60	Corn, new	
ster	No. 1 timothy car lots 10 No. 1 timothy ton lots 12	50
Peas en, Wisconsin, bu1 25 en, Scotch, bu1 35 t, 10	HERBS	•
t, Ib 4 Rolled Oats	Hops	15 15
el Cut, 100fb. sacks2 10	Hops Laurel Leaves Senna Leaves INDIGO Madras, 5 lb. boxes S. F. 2, 3, 5 lb. boxes JELLY	26
led Avenna, bols 4 25 ell Cut, 100lb. sacks2 10 harch, bbl	Madras, 5 lb. boxes S. F., 2, 3, 5 lb. boxes	65
t India	5tb. pails, per dos1	70
t India	30tb. pails	6 E
ke. 1107b. sacks 41/4 rl. 1307b. sacks4	Calabria	28
rl 24 1tb. pkgs6 Wheat	Root	ii
th packages 2 50	Condensed, 2 dz1 Condensed, 4 dz8	60
man. broken pag 4 Taploca Ke. 1107b. sacks. 4½ 17l. 130tb. sacks. 4 17l. 24 11b. pags. 6 Wheat Cked. bulk 8½ 2 tb. packages 25 15ISHING TACKLE 10 1 in 6 10 2 in 9 3 to 2 in 9 3 to 2 in 11 15 16 17 18 18 19 19 10 10 11 11 11 15 16 17 18 18 18 18 18 18 18 18 18 18 18 18 18	5tb. pails, per dos .1 15tb. pails, per dos .1 15tb. pails 30tb. pails LICORICE Pure Calabria Sicily Root LYE Condensed, 2 dz .1 Condensed, 4 dz .3 MEAT EXTRACTS Armour's, 2 oz .4 Armour's 4 oz .8 Liebig's, Chicago, 2 oz.2 Liebig's, Chicago, 2 oz.2 Liebig's, imported, 2 oz.4 Liebig's, imported, 2 oz.4 Liebig's, imported, 4 oz.5 MOLASSES	45
to 2 in 9 3 to 2 in 11	Liebig's, Chicago, 2 oz.2	75 50
3 to 2 in	Liebig's imported 2 os.4 Liebig's imported 4 oz 8	55
1, 10 feet 5 2, 15 feet 7	New Orleans	
3. 15 feet 9 4. 15 feet 10	Choice Open Kettle	40 35
6, 15 feet 11 7 15 feet 12	Fair Good Half barrels 2c extra MINCE MEAT	26 22
Co.ton Lines 1 10 feet 5 2 15 feet 7 3 15 feet 9 4 15 feet 10 5 15 feet 11 6, 15 feet 12 7 15 feet 12 9 15 feet 12 9 15 feet 12 9 15 feet 12 9 15 feet 12	MINCE MEAT Columbia, per case2	75
	THE PARTY OF THE P	

6	7	8	A	10	11
MUSTARD Horse Radish, 1 dz1 75 Horse Radish, 2 dz3 50	Deland's	Snow Boy Pd'r 100 pk 4 00 Marselles	Ceylon, choice	Pails 2-hoop Standard1 60 3-hoop Standard1 75	Washed, fine @-
Bayle's Celery, 1 dz OLIVES Bulk, 1 gal. kegs 1 00 Bulk, 3 gal kegs 95	Wyandotte, 100 %s3 00 SAL SODA	Lenox 2 85 Ivory, 6 oz 4 00 Ivory, 10 oz 6 75 Star 3 10	TOBACCO Fine Cut	2-wire, Cable	Unwashed, medium22@ 27 Unwashed, fine14@20 Washed medium @ 32 CONFECTIONS
Manzanilla, 7 oz 80 Queen. pints 2 35	Granulated, buls 85 Granulated, 1001b cases.1 00 Lump, bbls 70 Lump, 14elb. kegs 95	A. B. Wrisley Good Cheer	Cadillac 54 Sweet Loma 33 Hiawatha, 51b, pails 56 Hiawatha, 101b, pails 54	Paper, Eureka	Stick Candy Pails Standard
Queen, 19 oz 4 50 Queen, 28 oz 7 00 Stuffed, 5 oz 90 Stuffed, 8 oz 1 45	SALI	Central City Soap Co. Jackson, 16 oz 40	Pay Car33 Prairie Rose 49	Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50	Standard H. H
Stuffed, 10 oz2 30	28 10½. Sacas 1 75	Gold Dust, 24 large4 50 Gold Dust, 100-5c4 00 Kirkoline, 24 4lb3 90	Protection 40 Sweet Burley 44 Tiger 40	Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45	Jumbo, 32Ib 7½ Extra H. II 9 Boston Cream 10
Clay, No. 216	to io. daily in dilli bags to	Pearline	Red Cross	Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80	Olde Time Sugar stick 30 lb. case12 Mixed Candy
Medium Barrels, 1,200 count6 50		Roseine	Kylo 35 Hawatha 41 Battle Ax 37 American Eagle 33 Standard Navy 37	Rat, spring	Grocers 6 Competition 7 Special 714 Conserve 714
Half bbls., 600 count 3 75 Small Barrels, 2,400 count 8 00 Half bbls. 1,200 count 4 75		Johnson's Fine .5 10 Johnson's XXX .4 25 Nine O'Clock .3 35	Spear Head 1 0z47	16-in., Standard, No. 2.6 00 16-in., Standard, No. 3.5 00 20-in., Cable, No. 17 50 18-in., Cable, No. 26 50	Ribbon 9 Broken 8
PLAYING CARDS No. 90, Steamboat 85 No. 15, Rival, assorted 20	Cod Large Whole @ 6½ Small Whole @ 6	Rub-No-More 3 75 Scouring Enoch Morgan's Sons	Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34	17-in., Cable, No. 3 .5 50 No. 1 Fibre	Cut Loaf. 8 English Rock 9 Kindergarten 8½ Bon Ton Cream 8½
No. 20, Rover enameled 60 No. 572, Special 75 No. 98, Golf, satin finish 200	Pollock @ 3½ Halibut	Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25	riper Heidsick66 Boot Jack80	Wash Boards Bronze Globe 2 50	Star
No. 808, Bicycle2 00 No. 632, Tournm't whist2 25 POTASH 48 cans in case	Strips	Sapolio, hand	Honey Dip Twist	Dewey	Premio Cream mixed. 121/2 Fancy—In Palls OF Horehound Drop10
Babbitt's	White Hoop, bbls8 25@9 25 White Hoop, ½bbl4 25@5 00 White hoop, keg. 57@ 70	SODA Boxes 5½ Kegs, English 4¾	Nickel Twist	Double Peerless 3 25 Single Peerless 2 50 Northern Queen 2 50 Double Duplex 3 00	Gypsy Hearts
Barreled Pork	White hoop mchs @ 75 Norwegian	SOUPS Columbia 3 00 Red Letter 90	Fiat Car32	Good Luck	Sugared Peanuts11 Salted Peanuts11 Starlight Kissas 10
Back fat 15 00 Fat back 15 00 Short cut 14 00 Pig 18 00 Bean 12 50	No. 1, 100 lbs 7 50	SPICES Whole Spices	Great Navy 34 Warpath 26 Bamboo, 16 oz. 25 I X I, 5 th. 27 I X L, 16 oz., pails 31 Honey Dew 40 Gold Block 40 Gold Block 40	12 in 1 65 14 in 1 85 16 in 2 30 Wood Bowls	San Blas Goodies 12 Lozenges, plain (Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 12
Brisket	No 1 10 than 00	Allspice	Gold Block	11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00	Quintette Chocolates12 Champion Gum Drops Moss Drops 9
Bellies 9 S P Bellies 934 Extra Shorts 834 Smoked Meats	Mess, 100 lbs 13 00 Mess, 40 lbs 5 70 Mess, 10 lbs 1 60	Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55	Duke's Mixture39	17 in. Butter 3 25 19 in. Butter 4 75 Assorted 13-15-17 2 25 Assorted 15-17-19 3 25	Tomon Counc
Hams, 12 lb. average 10½ Hams, 14 lb. average 10½ Hams, 16 lb. average 10½	No. 1, 40 lbs 5 10	Cloves, Zanzibar 20	Myrtle Navy	WRAPPING PAPER Common Straw 11/2	Ital. Cream Bon Bons 20 lb. pails 12 Molasses Chews, 15lb. cases
Hams, 29 lb. average. 10½ Skinned Hams 11 Ham, dried beef sets. 13¾	No. 1, 8 tbs 1 25 Whitefish No 1 No. 2 Fam	Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 35 Nutmegs, 115-20 15 Pepper, Singapore, blk 15 Pepper, Singp, white 25	Plow Boy, 1 2-3 oz39	Fibre Manila, white . 2% Fibre Manila, colored . 4 No. 1 Manila 4 Cream Manila 3	Golden Waffles 12 Fancy—In 57b. Boxes Lemon Sours
Shoukers, (N. Y. cut) Bacon, clear11 @12 California Hams 7½ Picnic Boiled Ham12	100 lbs8 50 3 50 50 lbs4 50 2 10 lbs1 00 52	Pepper, shot	Peerless, 3½ oz35 Peerless, 1 2-3 oz38 Air Brake36	Wax Butter, short c'nt.13 Wax Butter, full count.20	Peppermint Drops 60 Chocolate Drops 86 H. M. Choc. Drops 86 H. M. Choc. Lt. and
Boiled Hams 16½ Berlin Ham pr's'd 8 Mince Ham 10	Anise15	Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 23	Country Club 32-34	Wax Bufter, rolls15 YEAST CAKE Magic, 3 doz1 15	Dark No. 12 1 th Brilliant Gums, Crys. 60 A. A. Licorice Drops90
Compound 57% Pure 814	Celery	Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25	Self Binder	Sunlight, 3 doz 1 00 Sunlight, 1½ doz 50 Yeast Foam, 3 doz 1 15	Lozenges, plain 55 Lozenges, printed 60 Imperials 55
50 lb. tubsadvance. % 50 lb. tubsadvance. % 50 lb. tinsadvance. % 20 lb. pailsadvance. %	Hemp, Russian 4 Mixed Bird 4 Mustard, white 8	Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper Singapore, white	Cotton, 3 ply22 Cotton, 4 ply22	Yeast Cream, 3 doz 1 00 Yeast Foam, 1½ doz 58 FRESH FISH	Mottoes
10 fb. pailsadvance. % 5 fb. pailsadvance. 1 8 fb. pailsadvance. 1	Poppy 8 Rape 4½ Cuttle Bone 25	Dage 20	Flax, medium	Jumbo Whitefish11@12 No. 1 Whitefish @ 9	Cream Buttons, Pep. and Wintergreen65 String Rock60
Sausages Bologna. 5½ Liver 6½ Frankfort. 7½	Handy Box, small1 25	STARCH Common Gloss 11b. packages 4@5 31b. packages	Wine A0 gr. 8 Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B&B	Trout	Wintergreen Berries55 Old Time Assorted, 25 1b. case
Pork 8	Miller's Crown Polish. 85 SNUFF Scotch, in bladders 87 Waccabov in isrs	40 and 50 lb. boxes .3@3% Barrels	Pure Cider, R& B . 11 Pure Cider, Red Star.11 Pure Cider, Robinson.10 Pure Cider, Silver 10	Live Lobster @22 Boiled Lobster @23	Up-to-Date Asstmt, 32
Boneless	SOAP	Common Corn 20 11b. packages 5 40 11b. packages 434@7	No. 0 per gross30 No. 1 per gross 40	Cod @12½ Haddock @ 8 No. Pickerel @ 9 Pike @ 7	Kalamazoo Specialties Hanselman Candy Co Chocolate Maize 18 Gold Medal Chocolate
Rump, new	Central City Soap Co. Jaxon	SYRUPS Corn Barrels22	No. 2 per gross50 No. 3 per gross75 WOODENWARE	Perch, dressed @ 7 Smoked White @12½ Red Snapper @	Almonds 18 Chocolate Nugatines18 Quadruple Chocolate .15
1 bbls	Ajax	Half Barrels24 20 lb cans ¼ bz in case 1 55 10 lb cans ½ dz in case 1 50	Monket	Col. River Salmon.13@14 Mackerel14@15	Violet Cream Cakes, bx90 Gold Medal Creams, pails
Kits, 15 lbs	China, large cakes 5.75	5tb cans 2dz in case1 65 2½ 1b cans 2 dz in case 1 70 Pure Cane	Splint, large	Cans Per can	Dandy Smack, 24s 65 Dandy Smack, 100s 2 75
Hogs, per 1b	Etna, 9 oz 2 10 Etna, 8 oz 2 30 Etna, 60 cakes 2 10	Fair	Willow Clothes small 5 50	Perfection Standards 22	Pop Corn Toast, 100s. 56 Cracker Jack 3 00 Pop Corn Balls, 200s 3 30 NUTS
Sheep, per bundle 70	Mary Ann	Japan	Bradley Butter Boxes 2tb. size, 24 in case	Favorites 17	Almonds, Tarragona15 Almonds, Ivica
Uncolored Butterine Solid, dairy 1910 Rolls, dairy 1914 1911 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 56 Roast beef, 20 2 50 Potted ham, 1/4 s 44 Potted ham, 1/4 s 44 Deviled ham, 1/4 s 44 Deviled ham, 1/4 s 44 Potted tongue, 1/4 s 44 RICE	New Era 2 45 Scotch Family, 60 cakes 2 3) Scotch Family, 100	Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36	Butter Plates No. 1 Oval, 250 in crate. 40	F H Counts	Almonds California sft shelled, new15 @16 Brazils @ 2 Lilberts 12
Roast beef, 2@2 50 Potted ham, ¼s 45 Potted ham, ½s 85	cakes	Regular, fancy36 Basket-fired, medium .31	No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval 250 in crate 66	Perfection Standards .1 20	l'ilberts
Deviled ham, ¼s 45 Deviled ham, ½s 85 Potted tongue, ¼s 45	Assorted Tollet, 30 car's tons	Basket-fired, choice38 Basket-fired, fancy43 Nibs	Churns Barrel, 5 gal., each2 40 Barrel, 10 gal., each2 55 Barrel, 15 gal., each2 70	Shell Goods	Table Nuts. fancy 13
Screenings @214 Fair Japan @374	Polm Olive toilet 4 00	Gunpowder	Round head 5 gross bx 51	Oysters	Hickory Nuts per bu.
Imported Japan @4% Fair Louisiana hd. @3%	Palm Olive, bath11 09 Rose Bouquet3 40 J. S. Kirk & Co.	Moyune, choice	Egg Crates Humpty Dumpty2 40 No. 1, complete 32	Green No. 1 9 Green No. 2 8 Cured No. 1	Chestnut, New York State. per bu 5 00 Shelled
Choice La. hd @41/2 Fancy La. hd @51/2 Carolina ex fancy @81/2	Dasky D nd., 100 002. 3 00	Choice30	No. 2, complete	Calfskins, green No. 1 12 Calfskins, green No. 2 101/2	Spanish Peanuts 6½@ 7 Pecan Halves
SALAD DRESSING Columbia, ½ pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's small, 2 doz. 5 25	Savon Imperial 3 10 , 'hite Russian 3 10 Dome, oval bars 2 85	Colong Formosa, fancy42	Cork lined, 10 in 85 Cedar, 8 in 55 Mop Sticks	Calfskins, cured No. 2 12 Steer Hides. 601/2s. over101/2	Jordan Almonds47 Peanuts
Durkee's small, 2 doz 5 25 Snider's, large, 1 doz 2 35 Snider's, small, 2 doz 1 35	Satinet, aval 2 15 Snowberry 4 00 Lau z Bros. & Cc.	Amoy medium25	Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder. 85	Lamb	Fancy, H. P. Suns 5½ Fancy H. P. Suns Roasted @7¼ Choice H P. J'be @6
SALERATUS	Big Acme	Medium	12th. cotton mop heads.1 25 Ideal No. 7 90	No. 1 @ 4½	bo, Roasted @

SPECIAL PRICE CURRENT



Mica, tin boxes ..75 9 00 Paragon55 6 00

BAKING POWDER

JAXON

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



% to cans 135 6 oz cans 190 % to cans 250 % to cans 375 1 to cans 480

8 15 cans 18 90 5 15 cans 21 50 BLUING

Arctic 4 oz ovals, p gro 4 09 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



G. J. Johnson Cigar Co.'s bd Less than 500......33 0 500 or more.......32 0 4,000 or more......31 0

Reker's Brezil Shredded



70 ¼1b pkg, per case. 2 66 85 ½1b pkg, per case. 2 66 38 ¼1b pkg, per case. 2 66 16 ½1b pkg, per case. 2 66 FRESH MEATS

Carcass. 4 @ 71/2

Forequarters		(a)	51/2
Hindquarters	.5	@	8
Loins		@1	2
Ribs	7 -	(w)	
Rounds	5		
Chucks			
I'lates	7		31/6
		w	079
Pork			
Dressed	51/2	@	534
Loins		@	81/9
Boston Buts		0	71/
Shoulders		0	71/
Leaf Lard			73/
Mutton			. /4
	-	-	
Carcass	0	(0)	5 1/2
Lambs	6	(W	8
Veal			
Carcass	51/2	@	8
4.34			



COFFEE Roasted Dwinell-Wright Co.'s Bds



Boston Combination
Distributed by Judso
Grocer Co., Grand Rapids
National Grocer Co., De
troit and Jackson; F. Saun
ders & Co., Fort Huron
Symons Bros. & Co., Sagi
naw; Meisel & Goesche
Bay City; Godsmark, Du
rand & Co., Battle Creek
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case	
Gail Borden Eagle 6	40
Crown5	90
Champion4	52
Daisy4	
Magnolia4	00
Challenge4	40
Dime3	85
Peerless Evap'd Cream 4	00

SAFES



Full line of the celebrated Diebold fire and burglar proof safes kept in stock by the Tradesman Company. 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.1	0.80
1.00 carton, 18 in box.1	0.50
121/2 Ib. cloth sacks	.84
25 lb. cloth sacks	1.65
50 lb. cloth sacks	3.15
100 lb. cloth sacks	6.00
Peck measure	.90
bu. measure	1.80
12½ lb. sack Cal meal	.39
25 lb. sack Cal meal	
F O R Plainwel Mie	h

SOAP Reaver Soap Co.'s Brands



cakes, large size..6 50 cakes, large size..3 25 00 cakes, small size..3 85

Tradesman Co.'s Brand



Black Hawk, one box. 2 5 Black Hawk, five bxs. 2 4 Black Hawk ten bys. 2 4

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

Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

We sell more 5 and 10

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest. Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything---By Catalogue Only New York Chicago St. Louis A MEAN JOB
Taking Inventory

Send now for description of our Inventory Blanks and reme vable covers, They will help you.

BARLOW BRUS., Grand Rapids, Mich.



This is a picture of ANDREW B. SPINNEY, M. D. the only Dr. Spinney in this country. He has had forty-eight years experience 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 m a k in g some wonderful cures. Also all forms of nervous diseases, epilepsy, St. Vitas dance, paralysis, etc. He

There is nothing known that the does not use for private diseases of both sexes, and by his own special methods he cures where there fail if you would like an opinion of your asse and what it will cost to cure you, write out all your symptoms enclosing stamp for your reply.

ANDREW B. SPINNEY, M. D.

2020202020A-2020202020

Forest City Paint

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

of paint.

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

Our PAINT PROPOSITION

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

It's an eye-opener.

Forest City Paint & Varnish Co.

Cleveland, Chio

We make Calendars
which will please your
customers. Write for
prices and samples.



Tradesman Company
Grand Rapids
Mich.

BUSINESS-WANTS DEPARTMEN

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.

For Rent—Good two-story brick store building. Good location. Electric lights. Rent reasonable. Lively business town of 2,000 inhabitants. B. F. Roe, Port-land. Mich.

of 2,000 inhabitants. B. F. Roe, Portland. Mich.

For Sale—Second-hand Black Diamond baking oven \$100—capacity 200 loaves. J E. Bartlett, Jackson, Mich. 53

Wanted—First-class store, easily fitted for any kind of business. Address particulars to M. E. Davey, Imlay City. 52

For Sale—A well-located drug store in Grand Rapids. Good trade. Clean stock. Invoice about \$4,000. A bargain. Investigation solicited. Address No. 50, care Michigan Tradesman. 50

Wanted—Fireproof safe. J. E. Hyames, Gobleville, Mich. 49

For Sale—Old established drug, paint, oil, boot and shoe business. Only other drug stock in a town of \$50 population, located in the southern portion of Michigan. Good clean stock, located in brick building. Rent reasonable. Will sell cheap. Other business demanding attention, reason for selling. Address No. 48, care Michigan Tradesman. 48

For Sale—Preferred stock of National Consolidated Oil Co. of Lima Obio pay.

tention, reason for selling. Address No.

48. care Michigan Tradesman.

For Sale—Preferred stock of National Consolidated Oil Co., of Lima, Ohio, paying 6 per cent. dividends on its par value of 10c per share; to raise money I will sell 5,000 shares at 5c and 5,000 at 6c per share, making the annual income from 10 to 12 per cent. P. O. Box 607, Milwaukee, Wis.

For Sale—Farm implement and buggy stock, lots and buildings. No better farming country in Michigan. The only business of the kind here. I will sell for cash or its equivalent. A first-class business chance. Volney Strong, Clarksville, Mich.

Mich. 46

For Sale—Drug stock; large, live Iowa town; invoice about eight thousand; daily cash sales fifty dollars. Owner retring. Bargain. Minnesota Realty Co., Oakland, Minn. 45

tiring. Bargain. Minnesota Reary 45, Oakland, Minn.

Rare Opportunity—Department store—one of syndicate business, mostly cash—25 years' successful history. Can place two active drygoods men with \$15,000 each in control of this store. Location, "Thrifty City" near New York. Great opportunities for profitable buying. E. S. Stull, with Tefft, Weller Co., 330 Broadway, New York.

Wanted at One—Buyer for good shoe business at Muskegon, Mich. Will sell cheap. Owner going into other business. Address "Shoes," care Michigan Tradesman.

man.

For Sale—The best hardware, furniture and undertaking business in the State and getting better every day. Annual sales, \$20,000, stock will invoice about \$4,500, buildings and grounds, \$2,500. Very little competition. Interested in other business and must sell in 30 days. Address B. A. Howard, McBain, Mich. 57

For Sale—Janganese Waltzing Mec. Put.

dress B. A. Howard, McBain, Mich. 57

For Sale—Japanese Waltzing Mice. Put them in your window and draw crowds. Address Royce Bros., 151 S. Burdick St., Kalamazoo, Mich. 55

General merchanlise 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 \$3,000. For particulars address No. 34, care Michigan Tradesman.

For Sale—Stock of general merchan

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 accessary. No trades or no auctioneers. Address No. 33, care Michigan Tradesman.

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.

Splendid opportunity to aurobase fine.

Tradesman.

Splendid opportunity to purchase fine quarter sawed oak refrigerator and display counter. Enquire A. R. Hensler, Battle Creek, Mich.

For Sale-Fresh stock groceries, located in best shop town in Southern Michigan. Good trade location. Other business. Address No. 32, care Michigan Tradesman.

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

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 bo 1 now. If you want to buy any kind of property write us your wants and we will tare pleasure in filling them. Address Central Association, LaGrange, Ind.

Wanted—Experienced laundryman with

WILLARD M. WOOD

Newspaper Advertising 4th Floor, 167 Wabash Avenue 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 20x30 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.

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 1° now. If you want to buy any kind of property write us your wants and we will tare pleasure in filling them. Address Central Association, LaGrange, Ind.

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

For Sale—Boilers 1 to 125 H. P., tanks all sizes. Address John Crowley, Jackson, Mich.

For Sale—A good paying feed business, including corn meal mill. Will sell or lease property. Address Leidy S. Depue. Washington, D. C.

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.

Jetalois Mich.

Jetalois Mich.

Jetalois John Sts.

Jetalois Mich.

Jetalois John Sts.

Sale Sone store, all new goods. Coation the best. Write or see John Growtie. Sell your real estate or business for incate of business of others. It makes no difference where you property is located, send me full description and lowest cash price and it will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland. 1261 Adams Express including corn meal mill. Will sell or lease property. Address Leidy S. Depue. Washington, D. C.

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.

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

Wanted—To buy stock of general mer-chandise from \$5,000 to \$25,000 for cash Address No. 89. care Michigan Trades

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.

raderss No. 519, care Michigan Fradesman.

For Sale For Cash Only—Stock of general merchandise with inxtures. Established ten years. Good country trade, leason for selling, other business. Don't write unless you mean business. Don't write unless you mean business. C. F. Hosmer, Mattawan, Mich.

For Sale or Trade—One 12 horse power engine and one Champion hay press, all complete Nearly new. Address Lock Box 24, Lowell, Mich.

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-B Manufacturing Co., 50 Masonic Temple. Davenport, Iowa. 537

POSITIONS WANTED.

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich.

HELP WANTED.

Wanted—Salesmen to carry our brooms as side line. Good goods at low prices; plenty of syles. Liberal commission. Ad-dress Central Broom Co., Jefferson City,

Mo. 51

Wanted—Experienced lady clerk, one competent to buy and keep up dry goods, notion stock. Good place for right party.

E. A. Bowman, Howell, Mich. 43

Wanted — First-class shoe salesman. State experience, reference and wages. S. Rosenthal & Sons, Petoskey, Mich. 42

Wanted—Bright, energetic ladies or gentlemen to represent an attractive proposition in fraternal insurance. American Equity Association, Owosso, Mich. 56

Wanted—An experienced salesman, in a

can Equity Association, Owosso, Mich. 56
Wanted—An experienced salesman in a
clothing, hat, cap and furnishing goods
store. An American, unmarried, of good
address, a good salesman and stockkeeper, who is apt in decoration and
window trimming, a bright, genial, active worker. A-ldress, giving references
stating salary expected, experience, etc.,
Hamilton Clothing Co., Traverse City,
Mich. 38

Chicago, Nov. 21.

I sent you an advertisement for your Business Wants department, which appeared two weeks. I made \$1.400 on a sale from that advertisement last week.

WILLARD M. WOOD.

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

Cash for your stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

For Sale—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.

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.

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.

200 Ferrets For Sale—Best stock. Write for price. Lewis DeKleine, Jamestown, Mich 936

Mich For Sale—480 acres of cut-over hard-wood 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 Rapice.

rot Sale—Stock of hardware, and wall paper, invoicing \$1.560. Town 600 population, surrounded by best farm-ing country in the State. Best of reasons for selling. Address No. 969, care Michi-gan Tradesman.

gan Tradesman.

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.

Wanted—To buy clean stock general merchandise. Give full particulars. Address No. 999, care Michigan Tradesman.

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.

AUCTIONEERS AND TRADERS

J. L. McKennan & Co., the Hoosier Hustlers—the noted merchandise auc-tioneers—carry the largest book of ref-erence of any firm in the United States. Now sening stock for F. S. Gold, Stroms-burg, Neb.

Want Ads. continued on next page.

Modern Money Making Methods





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."

The Produce Market.

Apples-The crop is practically all marketed, being stored either in cellar or cold storage. Transactions are on the basis of \$2 per bbl. for best varieties.

Bananas-\$1@1.25 for small bunches; \$1.50@1.60 for Jumbos. The trade has taken the fruit almost without asking prices. These are more reasonable than they were, however, as the trust has eased the pressure a little.

Beets-40c per bu.

Butter-Creameries are steady in price, but there is a feeling in the trade that any further advance will have a tendency to curtail consumption to that extent that the movement will be seriously impaired. Quotations held the same as a week ago-25c for choice and 26c for fancy. Dairy grades are easy, in consequence of increased 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-25c 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-The receipts are not large and the eggs show too much holding. It appears that the farmer, being busy, comes to town only on rare occasions and the eggs that he brings in have been accumulating for a week or more. Then the merchant must frequently hold them for several days before enough are secured for a shipment. The result is that "new laid" are rather few and far between. Strictly fresh command most any price the dealer sees fit to ask. So-called fresh command 23@24c for case count and 25@26 for candled. Storage, 20@21c.

Game-Dealers pay \$1@1.25 for pigcons and \$1.20@1.50 for rabbits.

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 \$3.95 per box; Californias fetch \$4.25. Supplies are very liberal and the demand is only normal.

Lettuce-Hot house fetches

Onions-The price is strong and higher, choice stock fetching 8oc per bu.

Oranges-Floridas fetch \$2.75; Jamaicas, \$2.50; California Navels, \$3.

Parsley-25c per dozen bunches Potatoes-The price ranges from 25@30c, depending on local competition rather than outside demand. The market holds about steady although the cold weather of the latter half of the week may have a stimulating effect on it. It will probably curtail receipts, as hauling will not be so easy. The feeling appears to be growing that this is going to be a poor season for both growers and shippers.

Pop Corn-90c for old and 50@60c

Poultry - Dressed stock-drawn and heads off-is fairly steady on the rain or shine.

following range: Chickens, 11@12c; fowls, 10@11c; young turkeys, 17@ 18c; old turkeys, 16@17c; young ducks, 13@14c; young geese, 10@11c; squabs, \$2@2.25. The Thanksgiving trade on turkeys was disappointing all round. The talk about scarcity early in the season worked badly both ways-it made the grower so anxious that he would not contract beforehand and it scared the consumer so that fewer turkeys were bought this season than usual. The result was that growers who confidently expected to realize 30c on their turkeys were glad to get 18@20c, and consumers who could not afford to pay 22@25c for turkeys for Thanksgiving could purchase the same birds two or three days later for 15c.

Radishes-25c per doz. for hot

Squash-Ic per tb. for Hubbard. Sweet Potatoes-Kiln dried Illinois fetch \$2.75 per bbl.

Turnips-40c per bu.

Proposed Repeal of the Tax on Wood Alcohol.

Grand Rapids, Nov. 25-I have before me a letter to you from the chairman of a committee having in hand the tax on alcohol. I have not yet had much time to examine the matter, but hasten to suggest that, before you decide the policy of your paper, the effect of such a repeal on our own State should be considered.

Prior to twenty years ago nearly all wood alcohol was imported from abroad, as was also the acetate of lime, so far as it was used in this country. About that time the manufacture of these products was commenced here on a large scale and the industry has now assumed quite large proportions. I have not before me the comparative figures, but my impression is that Michigan is the leading State in the production of this article, Pennsylvania coming next. It is being made at Elk Rapids, Cadillac, Mancelona, Manistique, Gladstone and Marquette in large quantities, and the plan is now to increase the output at Cadillac to a very large extent.

You will recall that during Cleveland's last term, when Congress was in control of the Democrats, a law of this sort was passed, but because the Treasury could not stand the loss of so much revenue the Secretary of the Treasury, on technical grounds, declined to carry the law into effect. On the coming in of the next Republican Congress the measure was reenacted as before and has continued ever since.

I should suppose that a considerable reduction in this tax could now be borne, but the plan urged by this committee of manufacturers should be carefully scrutinized before assent to it is given. T. J. O'Brien.

In the stress of business life the "was-ers" are out of date and the "going-to-be-ers" are too slow; it's the "is-ers" who get to shake the plum tree. Do you like plums?

Let neither successes nor reverses spoil your disposition. Keep sunny,

Detailed Review of the Grain Market.

The wheat market the past week has been of a rather bearish nature. The near futures have lost about 3c per bushel, while May and December options are selling at about 1c per bushel loss. The movement of wheat from first hands is comparatively light and it is said that the bulk of the crop has been marketed-that, not to exceed 40 per cent. of last crop is still in farmers' hands. Reports of damage to the growing winter wheat crop continue to pour in from the South and West, but the weather man now promises a good covering of snow within a very few days.

The exports of wheat and flour are very light and prices to be had on the other side will hardly pay the cost of the raw material. The principal tonnage of flour exported now consists of low grade, although some straights and patents are being shipped out under well-known brands to old established trade.

The world's shipments of wheat were heavy the past week at 11,800,-000 bushels, as compared with 8,000,-000 bushels for the same week last This, together with the invear. crease of over two millions in the visible supply, has had a depressing effect on values.

The movement of new corn is increasing somewhat, but the quality is not improving as rapidly as we might wish. There is still a large amount of wet corn, entirely unfit for milling or shipping, and will be until well into the winter. Of course, a large amount of this wet corn will be handled as soon as the weather turns cold, as it can then be ground and fed with small chance of loss.

The move-Oats remain steady. ment from first hands is light and prices are unchanged for the week. The quality of oats coming forward from farmers now is fine, grading No. 2 white, and weighing from 30 to 35 pounds per bushel.

Millfeeds are in better demand and prices are somewhat stronger. As the milling output will be cut down very materially for the remainder of the year, prices will prabably advance in the near future. L. Fred Peabody.

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

Buffalo, Nov. 30-Creamery, fresh, 22@26c; storage, 21@24c; dairy, fresh, 16@21c; poor, 12@15c; roll, 18@20c.

Eggs-Candled, fresh, 30c; cold storage, 211/2@22c; at mark, 20@201/2c. Live Poultry - Chicks, 11@12c; fowls. 10@101/2c; turkeys, 16@17c; ducks, 13@14c; geese, 12@13c.

Dressed Poultry — Turkeys, 18@ 19c; chicks, 12@13c; fowls, 10@12c; old cox, 8@9c; ducks, 14@15c.

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;

tact are medium between formality and rudeness-that is, in fact, good nature regulated by quick discernment, which proportions itself to every situation and every character; they are a restraint laid by reason and benevolence on every irregularity of temper, appetite and passion. They accommodate themselves to the laws of custom and fashion, so long as they are not inconsistent with the higher obligations of business and common sense.

The enthusiasm that comes with the sale of a pair of shoes is itself a strong factor; the half-false arguments that must be used to sell poor goods make the work doubly diffi-

BUSINESS CHANCES.

For Sale—The new Walloon Hotel: modern in every respect; located on Walloon Lake, one of the most popular resorts in Northern Michigan; sixty rooms, water works, electric light plant, good trade established. Call or address A. E. Hass, Walloon Lake, Mich. 62

Partner Wanted—One thousand dollars will purchase a one-third interest in the most prosperous and the most rapid growing real estate business in a town of about thirty thousand population in Southern Michigan. Parties having this amount, who are looking for a legitimate proposition, will receive full information in regard to same by addressing Real Estate Investor, care Michigan Tradessman.

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