

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 7, 1904

Number 1107

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GRAND RAPIDS, MICHIGAN.

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AUSTRIA AND ITALY.

The relations existing between the Kingdom of Italy and the Empire of Austria-Hungary have not been overcordial for a long time. It is true that both countries are parties to the agreement known as the Triple Alliance, but, as is well known, that arrangement, which figured so largely during Bismarck's time, plays but a very minor part in inter-national relations in Europe at the present day. The septennial period during which this alliance runs is nearing its end, and it is certain that Italy at least will not renew it.

Where the general relations between two countries are the reverse of cordial it does not take a very big incident to create a crisis. Such an incident has occurred in the recent rioting at Innsbruck, Austria, where a large number of Italian students have been attacked by the populace, and the situation became so serious as to compel the police to charge upon the people with bayonets, injuring many and killing several.

This incident has aroused the bitter feeling entertained towards Austria in Italy to fever heat, and attacks upon Austrian consulates in Italy are likely. Of course, the Italian students attacked are not Italian subjects, but natives of those Italian provinces which are under Austrian rule. The Italians have always felt keenly the fact that Austria should retain her hold on provinces which should be an integral part of the Italian kingdom. It is safe to assume that the great mass of the Austrian Italians would prefer to be under Italian rule, and the Austrian government has not made any special efforts to conciliate these Italian sub-

jects so as to reconcile them to their rather unnatural allegiance.

With Italy entertaining pretty much the same feeling with respect to her former provinces which France feels towards Alsace and Lorraine, it is no great wonder that the sentiments entertained towards Austria are at no time over-cordial, and that they should become dangerously near an open exhibition of hostility under such provocation as the Innsbruck riots.

Nothing has actually occurred to indicate that a rupture is near at hand, but it would be foolish to ignore the fact that the situation is so delicate as to cause apprehension that a crisis may arise at any time. Aside from the racial and national prejudices at the bottom of the present situation of affairs, there is also an important trade antagonism to be taken into account. Hungary is jealous of large Italian imports into Austria, particularly Italian wines and breadstuffs, which compete with Hungarian products. Trade antagonism is in its way quite as powerful as race prejudices, and it is not improbable that Hungary would welcome anything that would tend to check Italian trade with Austria. A war with Italy would be popular with the ruling classes in Hungary, and would no doubt tend to knit together the warring races and nationalities of the dual Empire. Such a war, however, would be a formidable affair, as both powers have large armies and good navies, and they are so close together as to permit of sharp and quick campaigns.

John D. Rockefeller is using some of his money in the suppression of the liquor traffic in Tarrytown on the Hudson, where he has a large estate. There is a man who keeps a saloon which Mr. Rockefeller is obliged to pass and which is objectionable to him. He has tried to buy the man out and to have his license cancelled, and having failed is buying all the property in the neighborhood so that the saloonkeeper's patrons are steadily decreasing, and in time he will be forced to quit on Rockefeller's terms.

St. Louis is shocked by the discovery that a man living within twenty miles of that city had not heard of the Exposition which came to a close yesterday. St. Louis will forgive this man, but it will not forgive the millions who did hear about the Exposition, but did not attend. The Exposition has repaid the Government loan, and will be able to settle all claims, but will make no return to those who subscribed to the fund used in the erection of the buildings, etc.

GENERAL TRADE REVIEW.

Although the present term of improvement in trade has continued some months there has been no time when favorable reports were so general. In almost every line increasing demand is putting more at work and this in turn increases the capacity to buy. The principal factor in supporting these conditions, of course, is the enormous volume of agricultural productions.

With such support the course of the stock market values is necessarily upward. Predictions are that such a long advance will have serious interruptions, and efforts of bean operators to bring them about have effect in occasional slight reactions, but rallies are very prompt and the general movement is almost steadily upward, reactions being confined to a few speculative lines. The average value of sixty principal railway stocks is making a marked advance, coming within \$9 of the record of 1902, an advance of over \$4 for the week. Earnings continue to show gains over last year and the outlook for dividends has grown proportionately brighter. Sales of stocks are just about double, day by day, as compared with the business of a year ago.

Reports from industries are uniformly favorable except in some branches of textiles. Increasing expansion of railway business is bringing many orders for rails and other equipment and all lines of iron and steel production are on the increase. The approach of winter is bringing a more favorable condition in the labor market. There are more than usually favorable reports from the textiles field, demand, especially for woolen goods, being good, but the cost of raw materials is not yet satisfactory. In cotton there is yet the unsettled condition of the market for the staple and resumption of Fall River operatives is slow. Footwear orders are abundant, but the cost of hides, owing to the stockyard strikes, is still increasing.

After being idle a very long time the mills of Fall River are starting up and some of them are doing a good deal of work. The strikers, although they have had considerable outside help, have still suffered grievously from lack of work and wages. To many the hardship has been very severe. Some have gone to other places and found work. The prediction is that before Christmas the mills will practically be running again as they were before the strike and without any advance in pay. The closing of the great Fall River mills has prevented a large amount of cloth from being thrown upon the market, still further to depress it.

WINDOW TRIMMING

Holiday Window Exhibits and One of Different Character.

If one had kept no definite track of the calendar he could tell that Christmas is approaching by the placards in the windows, as nearly every store in town has from one to half a dozen cards calling attention to its goods as appropriate for presents useful or otherwise.

* * *

Some of the shoe stores have a window almost wholly devoted to slippers. Witness Mayhew's display in the window nearer the Morton House. Here is housewear for all ages of boys—from young boys 5 years old up to old boys 70 years old. Next to a child's red slipper reposes a black one big enough for the man whose domain Jack the Giant Killer started out to investigate. 'Tis a whale of a slipper. I don't remember ever to have seen a foot large enough to wear it.

Slippers are always practical, sensible presents and a man's family are reasonably certain to include those in the gifts for Paterfamilias if he needs—or soon will need—a new pair. Of course a clerk sells such goods knowing full well that half of them will be likely not to fit the recipient and he will have the work of adjusting matters before New Year's rolls around. But, then, there was no fitting to be done at the time of purchase, so things even themselves up.

Mayhew's has a sidewalk show case filled with woolen slippers of various sorts, bearing this suggestion:

Warm
Wooley
Woolens.
Shoes to walk in
or sleep in.
You would find
Them very comfortable
These cold nights.

If the store's card writer had put a little more time on the lettering of the above he would have spelled the second word "woolly."

The western Mayhew window displays a sample of ladies' shoes of dozens of varieties. These, also, like the slippers opposite, are of all sizes, from those scarcely large enough for a good sized doll to big mannish-looking shoes for the athletic girl of the period.

Buttoned shoes are once more having their innings, and right good they seem for a change. It will be hard to get used to them once more, but dealers are pushing them for all they are worth and it won't be long before we shall see as many of them as of the laced.

With the ladies' shoes goes this short announcement:

Shoes
for
all ages.

* * *

At Christmas time people are going to indulge in the purchase of dain-

tier articles for gifts for friends or relatives than at any other season of the year. Steketee has borne this in mind and carried out the idea in the arrangement of the east window. In it, among other delicate things, are a number of the frailest of long wide chiffon scarfs, also several of the finest crepe de chine. Some of these have roses printed on the ends and some have embroidery at the hem. They require the most careful handling on the part of the wearer. Rough usage would mean their ruin. Some could wear them a lifetime, while a single evening would perish them in the hands of others.

Of interest to every one—and especially so to zoologists, hunters and others who love to study the habits of animals—is a large block of wood in Steketee's fur exhibit section. This block is in the shape of a tree trunk almost gnawed in two, the work of beavers. The top chunk hangs at an angle of 45 degrees to the lower and larger piece, and it looks as if at any moment the top would fall off. The bark has been almost completely removed and the separate pieces have each been gnawed away until they are cone shaped, joined at the apices. If some humans possessed an iota of the patience here shown by these rodents life with them would be a most pronounced success.

One naturally reads the card which rests near the demolished tree trunk:

Stump of an ash tree
cut by beavers,

found on the west branch
of the

Manistique River, Schoolcraft County, Michigan,

November 24th, 1904,

by

John M. Steketee.

* * *

When such devices as this are utilized by city storekeepers to attract attention it does seem strange that more country dealers do not resort to similar methods. Every one of the latter must possess some queer relic or perhaps freak of nature—or if he has them not in his own home he knows some one on whom he could draw for such—and always occasions arise when such objects are peculiarly apropos. Then his name is sure to be mentioned in the same breath and he gets advertising for just the same as nothing.

Then, too, so many attractive conceits may be manufactured from everyday articles in stock—for instance, soap. If Muir's arrangement of common Castile soap is in the west window next time the general dealer visits Grand Rapids let him take the time and trouble to hunt it up—northeast corner Monroe and Ottawa streets—and take a hint from the ingenious presentation. Oblong bars of white Castile soap, long strips of paper marked like a railroad track, half-staves from kegs, some druggists' twine, a few little sticks, a small pasteboard car, a frog or two, and, lo and behold, a long viaduct is formed with a railroad underneath.

What could be simpler? And any small boy with gumption can construct such an exhibit—probably

could be secured for just the honor of having his name attached to the work, and would consider it mere fun!

Live up to your opportunities—get out of a rut. Make the most ordinary goods in your store show off in your windows in some extraordinary way not likely to be thought of by your competitor and you will get your store talked about without incurring any extra expense.

In a word be different from your neighbors.

Review of the Hardware Market.

General Hardware—The constantly improving demand for general hardware is resulting in the establishment of higher prices for heavy and shelf goods which are naturally affected by the increased cost of iron, steel and copper. Trade is unusually active in all lines and the prospects are excellent for an exceptionally prosperous winter season. The heaviest buying among the domestic jobbers and retailers is naturally in the lines which have not yet been advanced in value, but which will sell at considerably higher figures within the ensuing month. While the demand is growing in this country the movement of domestic hardware to foreign countries is also assuming large proportions and promises to give the business of the present year a commanding position in the statistics of foreign trade. Despite the obstacles in the form of the preferential tariff business with Canada is growing rapidly and trade with South American countries is increasing daily.

Wire Products—Although the recent advances in the prices of wire nails and other wire products excited considerable comment at the time they were made, it is generally understood that these and similar advances recently announced by the various manufacturers are of minor importance compared with those that will be made before Jan. 1. Among the most important revisions of prices recently made are the advances of \$3 per ton or 15 per cent. per hundredweight in the quotations on galvanized sheet steel, the advance of \$2 per ton in black sheet steel and the advance of 7½c in copper rivets, burrs, brass shoe nails and other brass goods.

Winter Goods—The strictly cold weather lines are the most active at present, and big orders are being filled daily in sleds, skates and snow shovels. Business in builders' hardware, registers, stoves, furnaces and other accessories has been record-breaking for the past month and continues heavy owing to the continuance of favorable building weather and the increasing prosperity of agricultural communities.

Pig Iron—Founders, pipe, stove and steel makers have placed many orders for various grades of pig iron within the past few days, aggregating more than 200,000 tons, and as their requirements for the next half year are only partially covered the present activity is expected to continue throughout the winter and well into

the spring of next year. The demand for many of the low silicon and forge grades has reached such enormous proportions that the available supply of these brands is almost exhausted, and exorbitant prices are obtained by all producers who are able to book contracts for deliveries within the first quarter of 1905. Bessemer iron is also being purchased freely, although the bulk of the business is in basic foundry grades. The Republic Iron & Steel Co. made one of the largest recent purchases of Bessemer last week, amounting to 25,000 tons.

Steel—Convinced that prices of steel plates will be advanced about \$2 per ton at the expected meeting of the pool on Dec. 20, pressed steel car and shipbuilding manufacturers continue to cover prospective requirements in this class of finished steel at prevailing figures. The placing of many contracts for bridges and new buildings is also leading to a big volume of business in all kinds of structural material, which is still quoted at premiums of \$1@2 per ton. As it is a foregone conclusion that the official price of standard steel rails will be maintained at \$28 per ton the interest of the trade is now centered in the extent of the advance which will be made in the values of other lines of steel products. In view of the advance of \$3 per ton recently made in the prices of the iron bars produced by the Republic Iron & Steel Co., it is likely that there will be a readjustment in the prices of both iron and steel bars in order to re-establish the parity formerly existing in quotations. An active demand is also noted in track supplies, including splice and angle bars, spikes and bolts. The largest railroads are now covering their needs in these lines for 1905 and are also planning to place heavy orders for standard rails as soon as the official price is announced. The requirements of all the roads in the ensuing year are estimated at 3,000,000 tons of Bessemer rails, \$40,000,000 worth of steel freight cars and about \$80,000 worth of new steel and iron bridges.

Copper—The decided increase in the domestic demand, which is now reaching a magnitude almost equal to that of the European and Oriental manufacturers, has caused a further stiffening of the market for American copper within the past few days, and unless there is an unexpected diminution in the present volume of orders the present upward movement of values will continue for several months, until the 17c mark is again reached. So large are the requirements of the electrical equipment makers and brass founders in this country that producers are now compelled to curtail the size of their foreign business in order to fill home needs before seeking another outlet for their output. As many of the contracts with the Chinese and European consumers were made several months ago the tonnages pledged to these purchasers will not be reduced, but the volume of orders to be booked in future with these foreign dealers will be considerably smaller.

WATCH IT GROW



Our New Home

WORDEN GROCER COMPANY

Corner Island and Ottawa Streets

Grand Rapids, Mich.



Movements of Merchants.

Rapid City—Joseph Ruttan has opened a new meat market.

Hartford—Simpson, Martin & Ford have opened a new meat market.

Mt. Pleasant—The Peak Grocery Co. is closing out its grocery stock.

Hersey—Charles Magher succeeds A. J. McFarlane in the meat business.

Gaylord—A. J. Smith, merchant tailor, is to succeed Alfred A. Edgar.

Ishpeming—J. A. Voelker has opened a bazaar stock in the Gylling block.

South Boardman—Frank Labar has sold his meat market to Mrs. R. M. Doherty.

Breckenridge—E. O. Sperry has purchased the B. H. Thompson jewelry stock.

Muskegon—C. S. Ensinger has opened a notion store at 96 W. Western avenue.

Newberry—A. E. Lafkas has opened a confectionery store in the Rosenthal building.

Cheboygan—L. Shelk will close out his jewelry stock and remove to Portland, Oregon.

Henderson—A. T. Baker succeeds Milo Crane as Secretary of the Henderson Butter Co.

Clio—Will G. Goodrich is to continue the grocery business of Goodrich & Armstrong.

Greenville—J. T. Ridley will shortly begin the work of rebuilding his egg and poultry warehouse.

Greenville—Frank S. Gibson has purchased the furniture and crockery stock of W. G. Nelson & Co.

Pomona—E. Maine has purchased the general stock of Crandall & Crandall and has taken possession.

Holland—Notaras & Spero will open a confectionary store in the Slagh & Zuidewind building.

Traverse City—Peter Schneider has opened a meat market at the corner of Union and Fourteenth streets.

Saginaw—Wm. F. Schaper, who formerly conducted a meat market, is to be succeeded by Peters Bros.

Bay City—Robert C. Bialy, dealer in hardware and paints, is to be succeeded by the Bialy Hardware Co.

Kalkaska—C. Lannin has purchased the Ketzbeck & Clapp candy kitchen and has taken possession.

Port Huron—C. E. Mudford will open a retail cigar store in the store now occupied by Miller's coal office on Huron avenue.

Spring Lake—John A. Bolt has purchased the grocery stock of J. Koster and will continue the business at the same location.

Lakeview—Sheriff-elect J. W. Gaffield has sold his half interest in the grocery and meat business of Robinson & Gaffield to J. Bretz.

St. Clair—The L. Goldstein dry goods stock will be sold at public auction at 2:30 p. m., Dec. 13, by order of the Referee in Bankruptcy.

Ann Arbor—Michael Staebler is to be succeeded in the hotel business by Staebler & Johnson, who will carry a line of implements, coal and bicycles.

Paris—C. B. Fuqua has purchased the Wm. E. Dockry drug stock, at Big Rapids, and removed it to this place, where he has resumed business.

Sault Ste. Marie—M. J. Weaver has sold the Peck confectionery store on Ashmun street to W. B. Sprague, who will continue the business at the same stand.

Mackinaw City—G. M. Harris has purchased the dry goods, clothing and shoe stock of D. W. Willetts and will continue the business at the same location.

St. Johns—W. J. Gonderman, of Loraine, Ohio, formerly of Flint, has purchased the New York Racket store and moved an additional stock of goods here.

Chatham—Alfred Olson and R. J. Burrows, of Munising, have purchased the J. H. Gatiss store building here and will engage in the drug and general merchandise business.

Detroit—C. W. Restrick, the well-known lumber dealer, has purchased ground east of Russell street and north of the Michigan Central Railroad, to be utilized for a new lumber yard.

Northport—H. E. Gill has sold his groceries, crockery and stoves to Kehl Bros. and will go out of those lines entirely and devote his time to his other mercantile lines and his produce business.

Lowell—Chas. H. Alexander and Frank G. Taylor have retired from the grocery and produce firm of Chas. McCarty & Co. The business will be continued by the remaining partner under the style of Chas. McCarty.

Holland—The firm of Slagh & Brink has dissolved partnership. Mr. Brink will take the stock of books and move into the DenHerder building on River street and Mr. Slagh will continue in the paint and wall paper business at the old stand.

Manistique—E. N. Orr will enlarge the room now occupied by his drug store by utilizing space which will be left by the First National Bank when the new bank building on the corner of Cedar and Walnut streets is ready for occupancy. In carrying out this plan almost a third more room will be secured.

Port Huron—The Pingree Shoe Co., on behalf of itself and two other firms, with alleged claims aggregating \$2,000, has filed a petition in the United States District Court to have B. C. Farrand, the Water street shoe dealer, adjudged a bankrupt. Chas. B. Sawyer has been appointed receiver on a \$12,000 bond.

Traverse City—Frank Gannett has sold his interest in the Johnson Drug Co. to W. T. Roxburgh, manager of the store. Mr. Gannett will retire from the drug business. He has returned from Chicago, where he completed arrangements to take the management of the Midland Accident Association for Northern Michigan, with headquarters in this city.

Flint—The furniture stock of B. F. Cotharin at 522 South Saginaw street has been purchased by H. W. Watson, Jas. Martin and W. J. Pegg, all of this city, who will continue the business at the old stand under the firm name of the People's Furniture Co. The business will be carried on under the personal direction of Mr. Pegg, who has had thirty-five years of actual experience in the furniture line.

Pontiac—O. H. Pike has disposed of his grocery business on South Saginaw street to O. E. Pike, and hereafter the store will be known as The Strand. Mr. Pike was formerly senior member of the firm of Pike & Aldrich, which established the business at 77 South Saginaw street. Mr. Aldrich later retired and the business has since been conducted by Mr. Pike who now retires because of failing health in favor of his son.

Pontiac—Ike Walters, who formerly conducted the Huron street meat market, has purchased the W. A. Linabury market at 7 South Saginaw street and is now in possession. A short time ago W. A. Linabury disposed of the market to D. E. Windiate, Mr. Linabury retiring to devote his attention to other business. Mr. Windiate retained possession until this week, when he disposed of the business to Mr. Walters. The latter has long been identified with the meat business here.

Manufacturing Matters.

Mattawan—The American Fruit Juice Co. (Ltd.), manufacturer, has filed a chattel mortgage for \$2,117.

Big Bay—The old mill of the Big Bay Lumber Co. was destroyed by fire last week. The flames had their origin in sparks from the new mill.

Frankfort—The Frankfort Furniture Co. has changed hands, Mr. Nay having purchased the interest of his partner, W. E. Wilson, and he will conduct the business at the old stand.

Sagola—The Sagola Lumber Co. has installed air blast grates in the fireboxes in its boiler room for the purpose of burning green sawdust and grindings, thereby saving the slabs for market.

Alpena—Eli Gittelson, who for the past four years has been engaged in the manufacture of cigars on Second avenue, has sold his business to his brother, Meyer Gittelson, who will continue the business at the old stand.

South Boardman—S. A. Wellman & Co., manufacturers of cant hook handles, have purchased the stock of general merchandise of O. J. Legg, who has given the purchaser a long-time lease of the building, but will remain as head clerk of the store.

Detroit—Press of business has caused the Pingree Co. to prepare for the erection of a temporary two-story building adjoining its shoe factory on Jefferson avenue, for manufacturing purposes. The site is that of the old Michigan Exchange building.

Saginaw—The C. Merrill & Co. sawmill, idle the past two years, has been dismantled, the mill frame being now in process of demolition. The mill

was built in 1880 on the site of the old mill built in 1853. The machinery was purchased by Wickes Bros. and was taken out last spring.

Munising—W. H. Acker has finished cutting his timber holding at Sixteen Mile Lake, near this place. Mr. Acker has not yet determined upon his future movements, but he expects to purchase a tract of timber at some favorable point and to remove the mill to the new location.

Saginaw—Fire destroyed the plant of the Berst Manufacturing Co. Dec. 1. It was a three-story building on the corner of Maple and Toothpick avenues, and was used for the manufacture of toothpicks and wooden butter dishes. The cause of the fire is unknown at present. The loss is estimated at \$25,000 to \$30,000.

Ontonagon—Joseph Atkinson has sold his heading and stave factory, sawmill and other property here to James Bowls, of Sarnia, Ont. The deal was closed last week and Mr. Bowls has assumed charge. Mr. Atkinson purchased the plant in 1902 from L. Groesbeck & Son and greatly improved and enlarged it.

Cheboygan—The completion of the Detroit & Mackinac Railway, through to Cheboygan will result in that line handling a large quantity of forest products north of this place. It will haul 2,500,000 feet of manufactured lumber just sold here to Detroit parties, and the company is figuring on extending a branch into 400,000,000 feet of fine hardwood timber tributary to the road. There will also be considerable lumber shipped from other Lake Huron points over the road during the winter.

The scandalmonger is always sure of an audience.

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 6M to the acre, 50 per cent. of timber being red birch and hemlock. The land is rich clay loam, level and slightly rolling and conveniently located to railroads with a 12 cent rate to Chicago and Milwaukee on forest products. Railroads pay 25 cents for hemlock ties on their right-of-way. The copper and iron mines consume vast quantities of timber that can not be used in the manufacture of lumber. There is also a good market for cord wood. The price we ask for our land is \$10 per acre. Men who are informed on prices of timber lands north of Grand Rapids and Saginaw will note the difference in price per acre, and we are able to obtain a better freight rate to Chicago and Milwaukee than Lower Michigan points north of Grand Rapids and Saginaw to the same points. We have sold several tracts of land to Southern Michigan lumbermen during the last year, and we can furnish references in regard to our estimates being correct.

CHOCOLAY LAND CO., LTD.,
Marquette, Mich.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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



The Grocery Market.

Sugar—London cable advices report beet sugar firm and rising, with December showing an advance of 3/4d and January 1 1/2d up. Cane is also firm with little offering. The American market shows a firm tone, in view of the advancing tendency abroad and Cuban sellers show a disposition to hold for very firm prices. In many cases it is reported that offerings of Cuban sugar for January shipment have been withdrawn, but as Cuba has sold about all the sugar she can conveniently handle for January shipment, it is the general opinion that she can hold back and await developments. On the other hand, it is pointed out that most of the sugar which has already been marketed has been sold by moneyed interests on the north side of the island, while the smaller planters on the south side have held off in anticipation of higher prices. In case of a break in the European market it is probable that the latter interests would force the market. The market for refined is dull and featureless. The American Sugar Refining Co.'s list is as follows:

Crystal Domino	.....	7 70
Eagle tablets	.....	6 65
Crushed	.....	6 10
Cut loaf	.....	6 15
Mould A	.....	5 85
Eagle powdered	.....	5 70
Cubes	.....	5 70
XXXX powdered	.....	5 60
Coarse powdered	.....	5 55
Fruit powdered	.....	5 45
Powdered	.....	5 55
Eagle fine gran.	.....	5 45
Coarse gran.	.....	5 45
Standard gran.	.....	5 45
Extra fine gran.	.....	5 45
Conf. gran.	.....	5 65
2-lb. c'r'n. fine gran.	.....	5 60
2-lb. bags fine gran.	.....	5 60
5-lb. bags fine gran.	.....	5 60
Diamond A	.....	5 45
Confectioners' A	.....	5 30
(1) Columbia A	.....	5 20
(2) Windsor A	.....	5 20
(3) Ridgewood A	.....	5 20
(4) Phoenix A	.....	5 15
(5) Empire A	.....	5 10
6	.....	5 05
7	.....	5 00
8	.....	4 90
9	.....	4 85
10	.....	4 80
11	.....	4 70
12	.....	4 65
13	.....	4 60
14	.....	4 60
15	.....	4 60
16	.....	4 60

Tea—The tea market is strong and higher grades are very likely to go higher. That is all that can be said of the general condition of the market. Some jobbers report an increased demand for the finest grades of goods, supposedly for the holiday trade, although this is one of the staple lines that are not usually affect-

ed very much by the Christmas season.

Coffee—Brazilian grades are strong and tending higher. Options have advanced about 30 points and actual coffee has moved up about 1/8c. This applies, however, only to Brazils. Mild coffees are very firm, but without change, and Javas and Mochas are in the same position. The cause of the advance is the fact that the time for heavy receipts is over, coupled with anticipations of a decline in the world's visible supply for November. Further than this the expectation that the visible supply will show a continuous falling off during the balance of the crop year—seven months—aids to make the situation very strong. The demand for coffee is seasonal.

Rice—The low range of prices has attracted more than ordinary attention, as they afford opportunities for good margins and at the same time extend the volume of trade. This increase of consumption has been particularly noticeable with those who, in their distribution, make their prices fairly relative to present cost, instead of adhering to the old scale established a decade or two ago. Honduras styles are well assorted and the low prices at which Japan sorts are obtainable have quickened demand. Advices from the South note fair movement on the Atlantic coast. Prices are more in accord with competing markets and as a consequence there is less accumulation of stock than at the same period last year. At New Orleans the market is strong with good demand.

Dried Fruits—Peaches are selling fairly well at prices that are still unchanged in secondary markets. The coast, however, is stiffening. Apricots are unchanged, but the fancy grades are in better demand than the cheap. The demand is only moderate. Seeded raisins are much quieter than they should be at this season. Eastern markets still rule 1/2c below the coast quotations. Loose raisins are in fair demand, but also rule 1/2c below. Currants are quiet, so far as spot business is concerned. Future contracts are now being filled. Prunes are in fair demand at unchanged prices. There seems to be no indication of any immediate change except on 30's.

Canned Goods—Corn is considered quite cheap, but it is not moving particularly well at present. Retailers have their initial orders in and will not be in the market for large quantities again until present stocks are exhausted. Tomatoes are less active than they were, due in a large part to the past and the approaching holiday season. They are too commonplace to attract attention just now. Other vegetables show no change of importance. Canned pumpkin is in good demand. Peas, beans, asparagus, etc., are all moving in moderate volume. The fall pack of salmon has turned out better than expected and it is possible that prices on some varieties—reds, for instance—will not be so high as predicted. Sardines are firm, but are moving quite well.

Syrups and Molasses—There seems to be no longer any doubt that the refiners have effected a truce and are going along together. The demand for compound syrup is fair. Sugar syrup is in excellent demand at unchanged prices. Molasses is unchanged, but the demand is very good. Fine goods are still scarce, but so-called fine molasses is quoted at all sorts of prices. It is impossible, however, to get any concessions on good molasses.

Fish—The market is extremely dull throughout. There is no demand for any line, and will be little or none until after the turn of the year. Mackerel shows no change in price and not much demand. Trade is very dull. Codfish, hake and haddock are still maintained on the former high basis, although in very light demand. Sardines are quoted at varying prices, although in small demand. The bottom seems to be \$2.80 for quarter oils, Eastport. Lake fish, whitefish, herring, etc., are all very dull at unchanged prices.

Geo. Bignall, the Corunna shoe dealer, has uttered a chattel mortgage on his stock, securing creditors to the amount of about \$3,600. The creditors are divided into classes, which would probably be construed as a violation of the bankruptcy law. Either the mortgage must be discharged and a new one placed on record or those creditors who are in class 3 will throw the estate into bankruptcy. The stock is claimed to be worth about \$3,800. Bignall reserves his exemption, stipulating that it be paid out of the book accounts.

The trustees of the mortgage uttered by Deatsman & Mapes, of Sunfield, have sent out checks representing 20 per cent. of the claims secured under the mortgage. Some of the creditors are reported to have returned the checks and others are holding them for developments.

Nearly all the creditors of the Farrell & Host Co. have agreed to accept the 30 per cent. settlement offered by the members of the company. If the acceptances of all are secured by Friday of this week the public sale advertised for that date will be rendered unnecessary.

Gaylord—J. Lee Morford has sold an interest in his furniture and undertaking stock to Arthur W. Green.

A. D. Fisher has sold his grocery stock at 445 Lyon street to Harry Van Dam.

Tiefenthal & Worm have arranged to engage in general trade at Dorr. The order for the dry goods stock has been secured by the Grand Rapids Dry Goods Co.

It is no use praying that all the world may have the bread of life when your own life has about as much nourishment in it as a brickbat.

Land, this love!—the more I see of it the better I like—boarding-house biscuit.

Another Deception Practiced by Armour & Co.

Thomas A. Reagle, local representative for Armour & Co., has been soliciting orders for fresh eggs, claiming that they are from Kansas. The price made is lower than local dealers could offer, being 3@5c below the cost of fresh eggs at the present time. When the eggs were delivered it was found that they were storage eggs and not fresh stock, having been held so long that they were badly shrunken and rattled like peas in a bladder. The dealers who were thus victimized kept the goods, as a rule, but they were not up to grade and did not comply with the terms of sale.

The retail trade of Michigan has come to expect anything but fair treatment at the hands of Armour & Co., who apparently regard the retailer as a football, to be tossed and kicked about at the will of the Chicago monopolists. A few years ago Armour & Co. sent out a letter to their soap salesmen, instructing them to cater to the department stores and ignore the regular retailer. The Tradesman exposed the fallacy of this policy at the time, and the elder Armour—now deceased—published a card in the Tradesman, disavowing the stand taken by his house on this question and agreeing that the policy previously pursued by the soap department would be reversed. The Tradesman evidently was not circulated in the soap factory of Armour & Co., because the original policy was not reversed, but pursued more relentlessly than ever, in consequence of which no self-respecting retailer will permit any article bearing the Armour name to remain on his shelves.

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 at 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 day.

Peter Doran, Trustee.
Dated at Grand Rapids, Mich., Nov. 29, 1904.

DRY GOODS

Weekly Market Review of the Principal Staples.

Ginghams—A change has been made in the status of the staple gingham by the receipt of reorders for spring lines. There have been lines that sold well from the opening of the season, because of a fresh and new tone to their patterns; but as a general thing the movement of gingham of all classes and grades has been somewhat below the average up to the present month. In the orders that have come to hand recently the staple checks, stripes and plaids in browns, greens, blues and blacks have not been accorded much attention. The future business on staple gingham for the spring season is counted on to absorb the small stocks in first hands. For the fine dress gingham, that range from 8½ @ 10½¢ at present market prices, the demand from jobbers shows an improvement and the yardage for the year is stated to be up to the average of recent seasons. A phase of the business as now conducted is the large quantity of goods that are placed on the market under various titles, although in construction they are gingham. The mills that have made the greatest departures in producing special fabrics have for several years kept their looms busy, and have not felt the decline in business that mills have which kept close to their old lines.

Knit Goods—A majority of manufacturers of hosiery and underwear as well as many buyers have been disposed to await the appearance of the Government's cotton crop report before accepting or placing large orders. This report is expected to Saturday forenoon, is expected to have a decided effect upon the cotton and yarn markets. A Government report indicating a yield above 11,500,000 bales would mean lower prices for cotton and yarns than have ruled for the past month, although it is believed that a large crop estimate has been pretty well discounted on the cotton exchanges. But despite the bearish trend of the cotton market, last week spinners of cotton were not inclined to make any general concessions on yarn prices, as they had not been convinced by the preliminary ginning reports from the Census Bureau that the cotton crop would be any in excess of demand at prices which would justify holding yarns on the present basis. Naturally, under such conditions there has been a hesitation all along the line from manufacturer to consumer. To add to the hesitation caused by uncertainty as to cotton prices reports are current that certain lines of underwear and hosiery, especially the former, had been offered in the West at concessions from the generally accepted quotations for standard goods.

Linens—Retail buyers of linen goods are showing more conserva-

tism in their purchases, hoping, apparently, that prices will be more in their favor later on. This belief has been strengthened to some extent by certain jobbers and importers who were light buyers in the early part of the year, not believing that prices would advance, and are now anxious to fill in short stocks. Reports from the markets abroad all point to a maintenance of present prices, and as certain mills are curtailing their output, owing to the high prices of yarns, there does not seem to be any reason for an accumulation of stock. Demand from other countries outside of the United States has been good, and in some instances better prices have been paid than are obtainable in this market. There is no doubt that stocks in both the agents' and jobbers' hands are smaller than usual. High prices in the markets abroad resulted in small purchases, and with a good spring season ahead supplies are not believed to be sufficient to cover all requirements. New goods can only be obtained at present prices and may mean a long wait for deliveries. Fine goods are well to the front for spring, and if they prove as important a factor in the demand as present indications would lead one to believe, there is more than a possibility of prices advancing. Dress linens are considered exceptionally good property, and agents have been busy making large deliveries on orders placed several months ago, to jobbing houses in all sections of the country. Retailers have not as yet begun to make heavy purchases for the coming spring and summer seasons, but are due to enter the market shortly. What is termed the cutting-up trade has placed some sizable orders for linen dress goods, which are now being made up into shirt waist suits and costumes for next year.

Plushes—Are a very popular upholstery fabric. Some grades are not in large supply, especially mohair plushes. The demand for mohair dress goods has taken an unusual amount of raw material and caused an advance in prices.

Table and Couch Covers—Are a line which this branch of the trade find profitable and the public to-day is being tempted by a very alluring display of fabrics ranging in retail price from \$1.50@5 and above. In the goods Oriental designs and colorings are popular.

Upholstery—Business in covering materials continues quiet, but many large manufacturers have other classes of goods, which move better and to which they are devoting more time at present. When cotton and yarn prices become settled for the season the manufacturer and jobber will be able to undertake more business.

Rugs—Rugs in tapestries, velvet, Wiltons and Axminsters are continuing in public favor, although reports from some localities indicate a tendency to return to ¾ goods. The popular size is 9x12 feet. Wiltons are selling, wholesale, at about \$30 each, tapestries at \$12@14; velvets, \$15@17. Of the smaller sizes 27x63 inches sell well. Among the many lines of



We Do Not Blame

the retail merchant for growing just a little bit weary of these oft repeated statements of the salesman and advertiser: "I am the largest," "I am the best," "You cannot do business without me," etc.

You Are The Man Who Pays The Bills

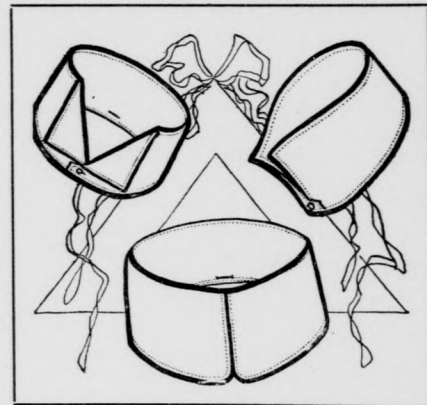
and in the conduct of your business some few things at least ought to be left to your judgment. We do not want an order that we have to take out of a merchant with a corkscrew.

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.

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.

small rugs shown this season is a new line of what are called bath rugs of a reversible cut pile fabric, plush surface, in handsome two-toned effects.

Carpets—Heavy purchases by retailers from certain sections of the country at the recent auction sale have for the time being caused them to entirely withdraw from the market and until the goods purchased have to some extent gone into consumption, these retailers will remain out of the market. Others, however, who were not large purchasers have taken fair quantities of spring goods and judging from the nature of these orders buyers anticipate an advance in prices at an early date. Certain mills are reported to have reduced their output, owing to the high cost of raw material and the comparatively low prices of carpetings, while manufacturers having supplies of carpet wool on hand have in some instances, it is stated, sold it to woolen manufacturers at a handsome profit, rather than put it into carpets. Manufacturers of carpet yarns complain that although they have been compelled to pay heavy advances for wool they have been unable to obtain a sufficient advance for their yarns to cover themselves.

Recent Trade Changes in the Hoosier State.

Bloomington—F. R. Carmichael, druggist, is to be succeeded by Chas. Boldin.

Bloomington—Luther Brown is to carry on the grocery business formerly conducted by F. M. Fodrill.

Edwardsport—W. Hollingworth & Co. are to be succeeded by J. W. Hedrick & Co., who will conduct a general store.

Indianapolis — The Indianapolis Hardware Co., wholesale and retail dealer, has gone out of business.

Logansport—The Sturkin-Nelson Cabinet Co. succeeds John A. Sturkin, manager of the novelty works.

Rochester—H. J. Kistler succeeds L. C. Kistler, grocer.

Winslow—Elmer Dyer is to succeed G. W. Brenton in the grocery business.

Explaining the Decrease.

Former Senator George F. Edmunds recently visited one of the mountain hamlets in Vermont, where he had not been for many years. Despite the fact that it was near a railroad it appeared not to have increased in size or changed a whit in thirty years.

"What's your population now?" the Senator asked of the local hotel keeper.

"Oh, somewhere between twelve and fourteen hundred."

"Why, this place used to have nearly two thousand, didn't it?"

"Yep, that's so. 'Tain't so big as 'twas."

"Well, I guess babies aren't born here very frequently, are they?"

"Oh, 'bout once."

Some men are too busy to make friends and others are too lazy to make enemies.

OUT OF WORK.

Place Where Employment Is Always To Be Found.

Ann Arbor, Dec. 6—Realizing that it is beyond the scope of the Tradesman to give space to extended discussion of subjects which do not pertain to the mercantile field, I desire to briefly state a few facts and add a few suggestions which may be helpful to those who are at times in distress through being unable to secure remunerative employment.

The agricultural press asserts that there is a great demand through all the country for help at farm work, both in the field and in the house, and I know that it is true in this part of Michigan. The young men and young women are constantly leaving the farm to seek their fortunes in the cities, and farmers are unable to secure sufficient help to fully cultivate their farms or to properly secure the crops which they succeed in planting without help. Women help their husbands, fathers and brothers in the field, and in consequence have to give up buttermaking and send the milk to the creameries, cheese or condensed milk factories, and buy butter for the family's own use. Women drive the teams on the binders, hay rakes, hay tadders, hay loaders, horse forks. They pick fruit, work in the garden, pick up potatoes, husk corn, fork beans, help load wood in winter, butcher hogs, milk cows, feed stock and, in fact, do every kind of work that they are able to do whenever they can possibly be spared from the necessary housework.

Men receive from \$25 to \$28 per month and board and washing on the farm, and girls from \$2 to \$3 per week at housework, and are treated with all due respect and equality. There is demand for at least ten girls where one can be found to do housework. Day laborers receive \$1.25 and upward per day and meals. Many fine apples have been left unpicked this year because help was so scarce and the price offered by buyers would not pay for picking and hauling to market.

Comfortable cottages with ample garden spots may be rented at \$3 to \$5 per month, and with a cow, a small flock of hens, a garden and opportunity to work on the farms many a family could live in comfort who must often face distress in the cities. I have come to the conclusion that many men who are strong, able and understand farm work prefer to fight for a chance to work in the cities; that others do not know or realize the opportunities which are open in the country to any man or woman who is willing to work for living wages.

Now, just one or two thoughts of the many suggested by reading recent articles in the Tradesman: The suffering or distress of women appeals strongly to men, but very few married men can help a woman in any way without making trouble in their own homes. There is no use of discussing why this is so. Just let a man try it and if he doesn't stir up a hor-

net's nest his wife is an exception, that's all.

The young man who was out of his regular work for six months learned a valuable lesson. He blamed no one for his condition, but frankly admitted his own improvidence. The woman who faced starvation for two years does not acknowledge any fault of her own, while cherishing rebellion and murder in her heart. Coarse features may be so transformed by a submissive, truthful spirit that employers and associates come almost entirely to forget their existence.

Benevolent people who make careful investigation usually find in every case of distress some fault or failure in the person which they will not try to remedy, even when made known to them. No one of ordinary intelligence and physical ability, willing to work, need be long out of employment in such times as the present. The one who is so devoted to some particular line of work that he distrusts his own ability to do anything else is deserving of sympathy, and might be helped by encouragement to make an earnest attempt at whatever opportunity presents. Such a one was a printer of ten years' experience who was compelled by ill health to give up his position as foreman. His physician started him out with a few bills to collect. In a short time he secured accounts from several others and, with soliciting subscriptions to papers and occasionally a few days at typesetting, he made a decent living for his family, kept up his life insurance and paid the interest on indebted-

ness on his little home for three years until other opportunities came. Country Merchant.

Little Things Count.

The smallest accommodation may be the means of securing a permanent customer for your store. Little accommodations are appreciated, and we know of one merchant whose large trade in his juvenile department is due in a large extent to the fact that he never misses an opportunity to do little favors for the women who trade there. When, for instance, a woman comes into his store carrying an armful of bundles, the salesmen are instructed to see that the many small packages are wrapped together in one large one. If the purchases in that store are to be delivered the salesman offers to send the other packages at the same time. If it is a warm day the woman is offered a fan and a glass of ice water, and under any circumstances comfortable chairs are always at hand. Some of the larger stores go so far as to have a maid in attendance, and it is excellent advertising. Think some of these things over, then go thou and do likewise.—American Clothier.

It takes considerable cheek on the part of some women to blush.

How the long hours drag—from one pay day to the next one!

AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up. ADAMS & HART, 12 W. Bridge St., Grand Rapids

LEARN SHOW WINDOW TRIMMING

Full course of practical instruction for the country merchant in The Cincinnati Trade Review. Also how to make your own display fixtures from the odds and ends about your store. More information for the money than any other publication in the world. Send 25c now for year's trial subscription. THE CINCINNATI TRADE REVIEW, 501 Main St. Cincinnati, O.



Useful Xmas Goods

Suspenders, Neckties, Brushes, Mufflers, Handkerchiefs, Rugs, Lace Curtains, Ribbons, Fancy Socks, Perfumes, Fancy Shirts, Umbrellas. Also a large assortment of sterling silver novelties. Will be pleased to show you our line.

P. STEKETEE & SONS

Wholesale Dry Goods GRAND RAPIDS, MICH.

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

OUR LARGE FALL AND WINTER WHOLESALE CATALOGUE

Is now ready for the trade.

1100 pages of General Merchandise at from 10% TO 15% LOWER PRICES

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LYON BROTHERS
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OF BUSINESS MEN.

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E. A. STOWE, Editor.

WEDNESDAY - DECEMBER 7, 1904

THE RUSSIAN PEOPLE.

If, as has been asserted, the survival of autocracy in the Europe of the twentieth century is as singular a phenomenon as would be the browsing of mastodons in John Ball Park, it must be remembered that the existence of that monstrous anomaly in Russia is made possible by the fact that the Russian peasantry is still in the Middle Ages. It may be that the result of the present war may compel serious changes in the existing Muscovite system; but whoever may have the work of reorganization in hand may well hesitate before he decides just where to begin and where to leave off. The great mistake made by the supreme rulers of Russia is their refusal to take the steps necessary to prepare the people gradually for the enjoyment of constitutional freedom. There is always a danger that the hands of an absolute government will be forced and that when the deluge comes it will sweep away all the muniments of order. That is the lesson of the Terror in France. The French peasantry had been brutalized by centuries of repression and oppression, and it is not strange that it took a brutal revenge when the opportunity came. Even the more intelligent classes in the French cities were wholly inexperienced in self-government, and were easily led away by visionaries and sanguinary demagogues. But the France of the Revolution was in many respects far more advanced than the Russia of to-day.

Russia is still pre-eminently an agricultural country. The mujik—the Russian peasant—says that brilliant publicist, Calchas, in the London Fortnightly Review, is the Atlas who bears the vast orb of Slav fate upon his shoulders. "Atlas, however, so far from being nourished, is being slowly bled to death. The peasants are becoming more and more impoverished from year to year. The fertility of the soil is being reduced. The export of wheat is to a large extent a forced and unnatural export, which creates artificial starvation. Peasants, to meet the demands of the Treasury, and to finance Imperial policy, from Cronstadt to Port Arthur, are com-

pelled to sell for money what they should keep for food. The consuming power of the nation as a whole is declining faster than the population increases. In other words, what exists within M. de Witte's prohibitive system is a shrinking home market, and one which, under present fiscal conditions, must continue to shrink, and will shrink alarmingly in case of the disastrous conclusion of the war in the Far East. This is the problem of problems for Russia—to relieve the peasant from part of the weight of economic oppression which is crushing him to the earth—to squeeze less revenue out of him, and to use more of it for his benefit."

If this review were brought to the attention of the Czar and his advisers they would enquire how the military establishment of Russia could be maintained with a diminished revenue when the existing revenue is barely sufficient. To talk about diminishing revenue just now, in the midst of a great war, would seem to them especially absurd. Russia owes its rank and influence as a great power to its immense population and the continuity of its vast domain. But it is in reality very poor, and must remain so until its material resources are more adequately developed. M. de Witte favored a policy of industrial development. He insisted that to maintain her place among the leading nations of the modern world Russia must become a great industrial and commercial country. But the advance made in that direction, while his advice prevailed, was soon checked by the opposing influence of the late Minister von Plehve, who argued that the diversion of Russian energy into industrial channels would be, in effect, an attack upon the autocratic system. To convert a considerable part of the Russian peasantry into factory hands would be to build up a dangerous class—a class peculiarly susceptible to the influence of that revolutionary propaganda which has made such alarming headway with the proletariat in almost every other European country. At the same time another dangerous class would be built up—a middle class composed of manufacturers and capitalists, whose power over the people and over the source of the nation's strength would steadily grow until at last the nobles, great and small, would be forced into the background. In short, he believed—and it may be he was right—that industrialism, once introduced on a great scale, would speedily subvert the whole existing system of social organization and government in Russia.

The Postoffice Department is now sending out its winter stamps. Few know that there is a difference between winter stamps and summer stamps. In the cold months the gum on the stamps is a little thinner and softer, while that on those to be used during the summer and in Southern States is not so easily affected by heat.

Many a man has spoiled a good cook by marrying her.

A TRYING TIME.

From certain signs and omens in the commercial sky it is not difficult to conclude that there is squally weather ahead and that now if ever is the time for a firm hand on the helm and a watchful eye on the deceitful trade winds. If we can rely upon the weather prophet there has been growling all along. It began early and has been keeping at it. In other presidential-election years business has been at a standstill under the plea of trimming the sails and getting the ship ready for whatever might come; but for the last few months there has been nothing of that. Assurance has taken the place of doubt—that battle was fought in the public mind a year ago—and with the political horizon everywhere clear there has been undue haste in buying because prices are on the rise, a result due to speculation upon expected values. While there are too many mounds in the commercial graveyard to call for more than a timely caution, there is great danger of allowing that to go too far. With the financial policy of the country settled for the next four years at a time when prosperity has become a fixed thing recklessness elbows prudence out of the way and, insisting that disaster is impossible, ignores the fact that cost and wages and prices have been too high and that the adjustment needed to awaken and sustain demands proportionate to the supply in the various lines of production has not yet been effected. Until this has been done industry and trade will drag and whatever depends upon them will find safety in conservatism.

The non-responsible in trade lines will laugh at this. Conservatism in speculation? Stuff and nonsense! The two are as antagonistic as black and white are. In modern parlance speculation is only a synonym for poker; and does a gamester sit behind his chips with conservatism foremost in his mind and expect to get up from the table with the scooped pot his? Let us be honest once in our lives and admit that we are gambling. The odds are in our favor. The financial confidence of the country renders deals in futures safe—that is, comparatively safe. The crops are harvested. The prosperity of the past four years is to continue four years longer, business has already started off with a rush, prices are rapidly rising, "First come first served," the big buyer to-day is today the big seller with an enormous profit as his reward. Shuffle the cards and hurry up about it; what a pity it is that dealing wastes so much time! and yet a leading authority in finance says with a great deal of earnestness, "There is danger in the hasty speculation"—hasty speculation; will the reader kindly mind that?—that has begun and is supported rather by anticipations and an easy money market than by substantial results already achieved in productive industry and profitable trade. It is time for keeping the head.

That opinion is a sound one and

comes not from the gambler in futures but from the genuine speculator. There is little or nothing of the uncertain about it. Everybody knows that the country has before it another period of business activity and general prosperity; but it is not coming with a rush. Its progress will be slow and sure and it comes to stay; and so long as a proper conservatism is adhered to financial affairs are likely to follow one general direction towards improvement, expanding business and securing better times. What the conditions promising this prosperous future are hardly needs recounting. The country has immense wealth which is steadily increasing. There is a constantly increasing supply of money. The crops are abundant, railroad earnings are large and growing larger and the industrial is moving with a greater intensity than it has for a year or more. This is speculation and has as little to do with gambling as it has with theft.

Such speculation intelligently carried out can lead to but one result—a resumption of prosperity that promises to be the equal of the greatest the country has enjoyed; and that promised prosperity is dimmed by a single shadow—a wild speculation boom with the usual boom effect. Whether this effect can be averted remains to be seen. "The bankers have it in their power," says one recognized authority, "to avert the impending evil." They, if they will, can discourage and thwart the spirit of speculation abroad in the land, while on the contrary if they encourage this spirit they will do much to hinder the coming of prosperity moving this way. After all, it may be questioned whether the bankers can do much to hinder the gambling rank and file that are already at the front. There, if anywhere, the whole matter rests and if the spirit of the gambler prevails the result of over-speculation can be looked forward to with certainty.

There is every reason for confidence in the business affairs of the future. Our food stuffs are everywhere in demand and foreign markets are buying more freely than ever of our manufactured products. There will be no radical departure from the sound policies which have been largely instrumental in forwarding the material interests of the country. While, however, there are good and sufficient reasons for confidence in affairs financial there is every reason for believing that the best and surest way out of the trying time before us is the observance of a rational conservatism which has been, is, and will continue to be the leading element in all that pertains to the affairs of this United States.

The debts of the nations of the world are now figured at \$32,500,000,000. In 1793, at the beginning of the Napoleonic wars, they were but \$2,500,000,000. If every century makes an equally large addition the world is likely to become hopelessly insolvent.

MEN WITH PROGRAMME.

Greatest Need of the Country at This Time.

The processes of the development of our country in the present are not the processes of the past. Our development heretofore has been marked by century periods. But our first century was devoted to getting a foothold on the continent; the second was used up in getting rid of the French, and the third was occupied in the making of the nation, and now we are in the fourth century of our development.

We feel that we do not have to prove that we are the greatest country in the world, but, like the lawyer in the story, we admit it. Heretofore we have been in the process of making; we have just come out of our youth, and we are imbued with all the audacity of youth, and sometimes, I fear, with some of its indiscretions. We have had three centuries of beginnings, and what we need now is not the original strength, but the finished education.

What we need to-day is not irregular strength; we want tested and schooled strength. We have principles enough and ideals enough; what we need now is the method to apply our principles. We have been tolerably good mechanics, and we now are in the way to become skilled artists. Our task is to round off the product, to show it in its finished state.

The man of to-day must have a programme. Take the trust question, for instance. If our efforts are to be confined to "trust busting" we must approach the matter not only from the standpoint of wanting to wipe out a thing because it hinders us, or because it grips us here and there. That is the essence of selfishness, and we shall never arrive at anything by that route.

That subject, like all others, must be considered in a spirit of fairness; fairness to capital as well as to labor. We should no more seek to deprive a man of his accumulated wealth than to deprive the laborer of the fruits of his labor. If you want me to consider you witty I may ask you to make a joke; if you want me to consider you wise I will ask for some other show of that wisdom than your mere claim to it. If we are groping to-day we are groping not for principles, but for a way to apply those principles which we have in plenty.

It is not Americanism to know my job better than you know yours, but to help you with my knowledge to make you know your job better. We have plenty of men who are skilled and selfish. What we need is men who are skilled and patriotic.

Any man can be a reformer. It is easy enough to get into the chronic state of finding fault with existing conditions, but it is quite another thing to put forth an applicable remedy. If you want to make the reformer understand this ask him to frame a bill, and after he has worked at it night after night he will be likely to tell you that he knows just exactly what he wants, but he'll be

hanged if he knows how to express it.

I consider that it is nothing less than immoral for a man to advocate pulling a structure down when he can not tell you what to put up in the place of what he has or would destroy.

If the cry so often heard of late that the constitution of the United States is not held in the veneration and esteem of years ago means that it is not interpreted by the Supreme Court of the United States as it was interpreted when the fathers had just framed it, then the critics are right. There is no reason why it should be so interpreted. The constitution was not made to fit us like a straitjacket.

In its elasticity lies its chief greatness. There were blank pages in it, into which could be written passages that would suit the exigencies of the day. It is constructed like one of our great modern buildings, where the nuts and bolts are so formed that they give sufficiently to the strain put upon them.

As Kipling writes in his story of "The Ship That Found Herself," the different parts of the machinery cry to each other to give just a little under the tremendous pressure, until finally the ship sails into port a great and harmonious whole, with every part working smoothly with every other part, because the construction had been such as to allow it. The constitution was not made to hinder us, but to help us. If it were not so we would long ago have snapped the cords.

The difficulty of approaching a subject from the broad standpoint, from the unselfish view, is aptly illustrated by the story of the Englishman who said it was perfectly absurd for the French to call bread "pain." He was told that it was no more absurd than for the English to call it "bread," to which he replied: "But it is bread."

If we need one thing more than anything else it is to rid ourselves of our provincialism. Local pride is only a pleasant way of referring to local provincialism. I remember some years ago, when I was at that stage that I felt as if I had arrived. I made my first trip to the West, and I found out there were few things they could not tell me there better than I could tell them myself. I came back with a broader conception of Americanism.

To rid our young men of provincialism I would have every young man of the North educated in the South, and every young man of the South educated in the North. I would have every young man of the West educated in the East, and, although it is manifestly impossible to carry out the matter to its conclusion, every young man of the East educated in the West.

The man who travels across the continent in an express train does not see the country or know it. He must feel the people, feel the community, feel the country to know it, and your so-called traveled man has his erudition largely on the surface. I must look at a map of the United States every week to feel sure that

the Mississippi River is in the middle of the country. That may arise from the fact that I have only crossed it twice, and it seems to me so far away it is almost impossible to believe the Pacific is quite as far from it as is the Atlantic.

We to-day are in the position of arriving, and we will arrive all the sooner and will do our work better when we are free from that provincialism which now mars us.

Woodrow Wilson.

Integrity as a Credit Basis.

If we may judge by the views of credit men expressed in addresses and articles written for publication the wholesale business world is constantly becoming more particular about credits. Time was when a retail merchant's credit was established when, having sufficient means to handle the business in which he was engaged, he paid his bills promptly. If he discounted his bills his credit was "high." Enquiries related mainly to the amount of capital and whether or not his obligations were discharged at maturity. Thus it was that men who were disposed to take undue advantage of a creditor and pursue a policy not strictly in accordance with honest teachings were rated as good credit risks merely because they had sufficient capital and did not permit bills to become delinquent.

During the past decade a change has been taking place. Capital is still the first consideration, but enquirers ask not only as to the time when bills are paid but as to how they are paid. Are they paid in full, or does the merchant make deductions to which he is not entitled? Does he make demand for allowances not due him? Does he abide by the terms of contract? Does he deduct discounts after the discount period has passed? Does he remit local checks on which heavy collection charges are assessed against the payee? Year by year the disposition to enquire into the dealer's reputation on these points is growing. To be a good credit risk he must be right in these respects.

Wholesale factors realize that their best interests require them to give and obtain information to and from each other and this sort of reciprocity is growing in popularity. The dealer who has dealt unfairly with any of his creditors becomes generally

known as one to be watched. It does not always follow that credit is actually withheld from him, although that happens to some well-rated men, but to be watched means to be required to pay top prices; to be charged prices that will in some measure absorb the unjust deductions if any are made. It means to be ignored when it is within the power of the creditor to put some of his customers "on the ground floor." And, as stated, it sometimes means the rejection of his orders unless accompanied by cash. It pays now more than ever to conduct one's business in a strictly honest manner and to comply with the provisions of a contract when not in conflict with one's statutory rights.—Farm Implement News.

A Pointer From "The Simple Life."

"I've been reading the 'Simple Life,'" said a man who employs a good many other men, "and I've been impressed particularly by what Pastor Wagner says about the little matter of responsibility for repairing the damage done by the neglect of others. These are his words: 'Children indignantly cry: "I did not throw that object down, and I shall not pick it up!" And the greater part of men reason in the same way. That is logical. But it is not the sort of logic that turns "the world."'

"And the pastor might have added a few remarks about clerks such as I've employed in my day, if he'd known about them. It's a common failing to hold the notion that, because some other fellow has left something undone, it's got to stay that way until he comes around to attend to it himself. Now and then you see a man who likes to do things for the sake of seeing them done right, no matter whether it is in his especial line of duty or not. When you see a fellow like that you see one who has the sort of logic that gets ahead in the world, whether it turns it or not. Take my word for it."

Not Named Yet.

Caller—What's your name, little girl?

Little Girl—Dorothy.

Caller—But what's your last name?

Little Girl—I don't know what it will be. I'm not married yet.



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 testimonials.

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.



Piles=Fistulae Cured

Without Chloroform, Knife or Pain

In Bed For Three Months Before Coming For Treatment.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I suffered with protruding and bleeding piles between 15 and 20 years. For the last eight years I followed railroad office work and I thought they would not bother me at that kind of work, but I found it made no difference. Every time I would ask a doctor about it all the satisfaction I could get would be that I would have to get them cut out, and as that was a dread to me, I kept letting them go and all the time I got worse. Last October I was taken down with them and could not walk. At last about the first of January I had to go to bed and they kept me there until March seventh. During this time I suffered everything and tried all the patent medicines ever heard of with no relief. On March 7th I went to Grand Rapids and saw Dr. Burleson. Upon examination he found that I had two large ulcers. He treated me without pain and cured me. To say that I was grateful to him is putting it mild. It is a pleasure to go to his office, as his method is painless and he is a gentleman in every respect. His charges are very reasonable and he wants no pay until cured. I have been working on a farm all summer and have not tried to protect myself in the least and can safely say, "I am cured."

To anyone who has the piles, let me urge you to go to Dr. Burleson, as there is no use in wasting time and money on medicines. I am,

Yours truly,
J. E. HARTER,
R. F. D. 4,
Shelby, Mich., Sept. 19, 1904.

On His Way to Have Them Cut Out.
For the benefit of anyone suffering from piles, I would like to recommend Dr. Burleson's New Painless Dissolvent Treatment as being sure, quick, cheap and practically painless. In fact, everything he claims for it.

I had suffered with piles for a number of years, and as my work (that of drayman) was rather hard, they caused me much inconvenience, becoming so painful at last that I started for Ann Arbor to be operated on, but was advised by a friend to stop in Grand Rapids and see Dr. Burleson. I did so and have been thankful a thousand times that I did. I was rather skeptical at first, the thing seemed so simple that I could not believe the cure could be permanent. But it is. I was operated on early in March, the time consumed not being over an hour and the operation being practically painless, and came home and went to work. My work was unusually hard the first few days and I noticed a slight return of the old trouble and went back. (Let me say right here that the doctor had explained to me that I might have to take a second treatment.) The second operation did not occupy more than ten minutes and I have never felt a trace of the old trouble since. As that was six months ago and I have been lifting hard and working in all positions and on a wagon from 12 to 15 hours every working day since, I am now positive the cure is permanent, and can heartily recommend it to anyone suffering from piles. In addition I would like to say that a patient receives most kindly and courteous treatment and that the cost is very little compared with the benefit one receives.

Yours very truly,
MARK CRAW,
254 Washington St.,
Traverse City, Mich.

Oct. 1, 1904.

Suffered 14 Years; Cured in 2 Treatments.

Grand Rapids, Mich., Oct. 10, 1904.
Dr. Willard M. Burleson, City:
Dear Doctor:—During the winter of 1890, I was taken with slight hemorrhoids, which were, I believe, only aggravated by the use of the so-called drug store pile cures, at any rate they continued to grow worse until I was in such condition that it was impossible to get a good night's rest. With some degree of suspicion I finally decided as a last resort to try your treatment, and I am now happy to state that after two treatments, I believe my case to be cured. All suffering from hemorrhoids of any form can, I confidently believe, be cured by your method.

Yours truly,
A. GREEN,
Engineer Dep't G. R. & I. Ry.

Family Physician Did Not Want Her to Come.

Vermontville, Mich., Sept. 18, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I am only too glad to do anything I can for you to show my gratitude for the great benefit you have brought me and to bring others suffering as I was to receive the same relief.
I have suffered with piles for about eight years and have at intervals of a week or ten days been unable to leave my bed, and suffered intensely. Without exaggeration I have used at least 50 boxes of "Pyramid Pile Cure," as well as numerous other "cure-alls," without receiving permanent relief. At last there was no relief for me except through an operation. I had often seen your advertisement and in fact had written you and received one of your little books of testimonials, etc., but your claims and cures seemed so impossible that I could hardly credit it. My brother, however, who was away from home and was sent for, being obliged to wait in Grand Rapids for some time, improved the opportunity to call on you, and was very favorably impressed by you and came home with the determination that I go to you for treatment immediately. Therefore, on the first of May, last, against the advice of my physician and all my friends I went to Grand Rapids and took the first of 19 daily treatments. The relief was immediate, as from the first I did not suffer one-half what I had suffered nearly every hour of the three weeks preceding, and from the fifth treatment on I felt more comfortable than I had for the greater part of the time in eight years, and far from being painful, the treatments were actually soothing. I have had no recurrences of the trouble

Bad Case Cured in Two Treatments.

Ionia, Mich., Oct. 20, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

My Dear Sir:—
With reference to your treatment for rectal diseases, will say that a member of my family was afflicted with a very severe case of protruding piles for a number of years and suffered intensely. All kinds of medicine and several doctors were tried, but to no avail. We heard of your good work in curing such cases, and without the administration of anaesthetics, and we decided we would try your new painless dissolvent treatment. This was done with some misgivings, but we are now very thankful that we did, for after two of your treatments the piles are all gone and the patient is in better health than before in years.
I never lose an opportunity to speak a good word for you and your treatment, and will gladly answer any inquiry.

Yours very truly,
HERBERT W. EVEREST.

Could Not Walk.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
Words cannot express my appreciation of your kindness to me, and your skill in treating me for piles. I had been troubled for 12 years and for the past few years had suffered all the time. I could not work or even walk without my piles coming out. I had driven team for the past few winters and many a day when the weather was below zero I had to lie on my load, face down, in order to keep my piles inside. Although I suffered much from the cold and nearly froze to death many times, I chose it as the lesser of the two evils, for when

Nervous Wreck Cured in One Treatment.

GOODRICH & STANLEY,
Manufacturers of Cement Blocks and Brick.

Traverse City, Mich., Sept. 24, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Sir and Friend:—
I had suffered with bleeding and protruding piles for 20 years and they grew worse all the time, was operated on twice by injecting the tumors, which almost took my life. Used all kinds of ointments and suppositories to no effect. My nerves became so wrecked that I was obliged to go out of business. In some way I saw Dr. Burleson's advertisement and decided to try once more to get relieved. I did not expect to get cured. But I was cured with one treatment and have been able to do any kind of hard work since. I would advise any sufferer from piles to go at once and see Dr. Burleson and not spend your money as I did for salves and ointments. I will gladly answer any questions of anyone writing me, for I know that Dr. Burleson can cure you.

Yours respectfully,
E. STANLEY,
1119 W. Front St.

Swindled By a Quack.

Rockford, Mich., (R. F. D. 28.) Oct. 10.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
For years I was a sufferer from protruding piles, which caused me no end of suffering and often incapacitated me from doing my work. I tried to find some medicine that would cure me, but failed. Several years ago I was treated by a specialist in your city, but he only took my money and did me no good. It took me some time before I realized that I had run up against a quack, and then I quit. This experience made me suspicious and I was slow to try it again, but I was finally driven to do something and knowing of some cases that you had cured, decided to go to you. You cured me with the greatest ease and I never had a bit of protrusion after the first treatment.

I have recommended you to a number of my friends and you have cured all of them as easily as you cured me. Refer anybody to me, it always gives me pleasure to say a good word for you.

Gratefully,
FRED ZIMMERMAN.

Cured in One Treatment Without Pain.

Pastor's Study, M. E. Church,
Charles Hayward, Pastor,
Beverton, Mich., Oct. 11, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

My Dear Dr. Burleson:—
I can cheerfully add my testimonial to your list. You accomplished all you claimed to do in my case. Really, I felt that I must take time and see for myself whether your work was a success, but I must confess that I cannot see any signs of returning trouble. For years I was afflicted with protruding and bleeding piles, also a prolapse and you cured me in one painless treatment by your New Painless Dissolvent Method. You are welcome to use my name in any capacity in which it will do good.
I am gratefully yours,
REV. CHAS. HAYWARD.

Protruding Piles Cured.

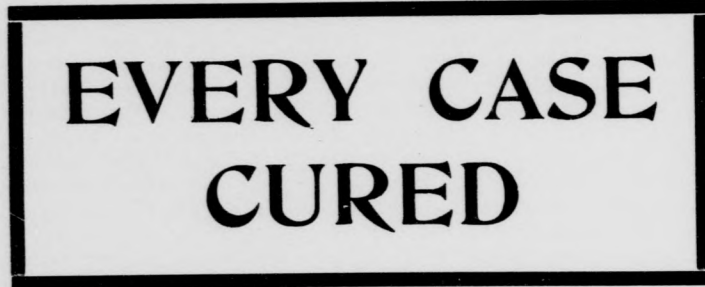
Dr. Willard M. Burleson cured my wife of a very bad case of protruding piles. The treatment was painless and caused her no apparent discomfort.
I hope to be able to convince many sufferers of his great success.
M. JENSEN,
Greenville, Mich.
October 1, 1904.

Bad Ulcer Cured.

Dr. Willard M. Burleson cured me of a very painful Rectal Ulcer, and I am pleased to recommend his treatment to others.
MRS. W. E. PORR,
Oct. 21, 1904. Albion, Mich.

Fistulae Easily Cured.

Sebewaing, Mich., Sept. 16, 1904.
This is to certify that I was afflicted about one year ago with a fistula (a form of piles) which got to be more and more aggravating, so that last spring I consulted Dr. Burleson and consented to treatment, which has given me very satisfactory results and I gladly recommend him to those persons similarly afflicted.
RICHARD MARTINI.



since and from my own experience as well as personal observation of other cases far worse than mine, I am thoroughly convinced that you can do all you claim, while the extreme reasonableness of your terms is sufficient to convince anyone that you are working to relieve the sufferings of humanity, and not to become a "Croesus," and no one need hesitate on account of lack of funds.
I would most heartily advise anyone suffering with piles to go to you for treatment immediately and it will be a pleasure to me to give the particulars of my case and answer any inquiries of anyone desiring information. I am,
Yours most sincerely,
MRS. MYRAH C. BENNETT.

Piles 20 Years; Cured in One Treatment.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
I cannot thank you enough for what you have done for me. I suffered for twenty years with the protruding and bleeding piles. I was in misery all the time and could hardly work, but I am thankful to say that I am now well and you cured me in one painless treatment. I am always pleased to relate my experience to other sufferers with piles. I had spent hundreds of dollars for medicines and with other doctors, but got no relief. I would not take a thousand dollars and be back in the condition I was before coming to you.
Wishing you success in your good work, I am,
Yours truly,
WM. BERG.

Sept. 10, 1904.
Grand Haven, Mich., R. F. D.

the piles were out they pained me so I could not stand it, and bled so much that it made me very weak. I had not gone home from my work a night in years without blood in my shoes from the internal piles. No one who has not had these cursed things can realize what I suffered.

When I went to you, you examined me and told me that you could cure my case, and I am glad to say that you had no trouble in keeping your word. I have regained my health and can now do more work than I could before in years. I feel very thankful to you for your kind treatment and gladly recommend you to all sufferers of rectal trouble. I am,
Your friend,
HOMER MILLER,
Sherman City, Mich.

Oct. 1, 1904.

Piles Have No Terrors For Him.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—
The piles have no more terrors for me. I know where I can get relief if they ever return. I am beginning to feel what it is to be a well man again, thanks to you and your method.
I have had a very pleasant summer. I spent some time in Detroit and St. Louis and now I am teaching in the little village of New Era.
It will be a pleasure to speak a good word for you whenever possible. I have great faith in your method and I know that you are just what you represent yourself to be and that you will do what you say you will do. I am,
Very respectfully yours,
FRED KERR,
Shelby, Mich.

Oct. 7.

Bad Case of Prolapsus Cured.

Chatsworth, Ill., Sept. 19, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

In consideration of the lifelong benefits I have received at your hands, I deem it no more than human gratitude to write thanking you for the services you have rendered me, and trust you may be able to use this letter in a manner that will enable others who are sufferers as I was to secure a lasting cure as you have accomplished in my case.

I suffered for upwards of thirty years with hemorrhoids and prolapsus, and trying suppositories and lotions of all kinds, and being treated by doctors and receiving no permanent benefits, my state of health had become almost unbearable from intense suffering and loss of blood. I was unfitted for business of any kind on account of the nervous condition into which the pain and inconvenience I had suffered had gotten me. Through the kindness of a mutual friend I learned of you and your unparalleled success in the treatment of rectal troubles. On the seventh day of April I managed to get to your office in Grand Rapids. The following day you operated upon me. Ten days later you performed a second operation, and within a month after the time of the first operation I returned to my home in Chatsworth, cured of the terrible trouble which had made the greater part of my life almost a burden to me.

I am happy to be able to add that the cure is a permanent one and do not believe that I will ever again be annoyed by the old trouble.

During the time I was under treatment by you, I met and conversed with numerous patients who said they were suffering with complaints of a nature similar to mine, and for whom you effected a cure in much less time than you took to cure me. But after the years of suffering which I endured, I consider the month I spent under your care to be the "best spent" month of my entire life, as I am now enjoying a state of health and freedom from pain and inconvenience formerly unknown to me.

You are at liberty to use this letter in any manner you may desire towards letting others know of the wonderful cure you have accomplished for me, and I will gladly refer any "Doubting Thomases" to innumerable of my personal friends who are familiar with the facts regarding the cure you accomplished for me.

Yours truly,
JAMES A. SMITH.

Piles 10 Years Cured in 60 Minutes.

I was a sufferer for more than 10 years with a very bad case of protruding, bleeding piles. I tried many of the so-called remedies, but received little if any benefit from them. I was told by several physicians that the only way I could get relief was by an operation and even then they would not guarantee a cure. About two months ago I was obliged to quit work and go to bed, calling in the family physician, who recommended Dr. Burleson. I took his advice and I am well and strong again. Dr. Burleson cured me completely with one treatment, and no one, except he who has suffered in the same way, knows what a relief it is to be free from this painful and aggravating disease.

I gladly recommend Dr. Burleson and will gladly answer any letters of inquiry that may be addressed to me.

S. G. PIERCE,
October 1, 1904.
Alma, Mich.

Piles Many Years; Cured in One Treatment.

Toledo, Ohio, Sept. 17, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I was afflicted with protruding piles for many years—so much so that I had great difficulty at times about doing my work. I tried numerous remedies, but nothing helped me permanently until I went to you, more than a year ago.

I cheerfully recommend your painless method of treatment. It has done wonders for me. Shall always feel grateful to you for the benefit received. Wishing you success and again thanking you, I am,

Yours very truly,
MRS. C. S. FORD,
432 Western Ave.
(Formerly of Cedar Springs, Mich.)



Willard M. Burleson, M. D.

Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.

103 Monroe St.

Charges and Terms

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not prepared to pay the entire fee at once will be allowed to make payment as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

The Method

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. THE PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET. IT CONTAINS MUCH VALUABLE INFORMATION.

How to Find Out

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—come to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

Guarantee

I guarantee to cure piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. IF I FAIL THERE WILL BE NO CHARGE. I REQUIRE NO DEPOSIT OR WRITTEN CONTRACT.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

Testimonials and References

I have hundreds of other testimonials of cured patients which I have not room to publish here. I can also refer you to many prominent people who have known me for years.

I would say for the benefit of out-of-town people that I am a permanent resident of Grand Rapids and have practiced medicine in this city for years.

The enormous practice I enjoy is conclusive proof of my success

Beware of Fakes

Every successful institution and method have their imitators, and mine is no exception to the rule. Every day I hear of quacks, and even doctors of some merit right in this city, claiming that they have my method and can apply it just as successfully as I can.

These claims are all false, as I have never instructed anyone in my method and I am the only person who has ever successfully applied electricity in the cure of rectal diseases.

The best proof I have to offer of the above statements is the results obtained by these impostors. They either get no results at all or nearly kill the patient.

From one to three treatments by my method is all that is necessary to cure a case of piles. If they cannot complete a cure in this number of treatments, it is conclusive proof that they are faking.

Dr. Burleson is Editorially Praised

In a Leading Medical Journal on the Merits of His Work.

CHICAGO JOURNAL OF HEALTH AUGUST 23 1904.

THE AMERICAN AUTHORITY

Matters of Sanitation and Hygiene.

BUSINESS OFFICE, 263-269 DEARBORN ST., CHICAGO.

The Chicago Journal of Health seeks the advertising of reliable houses only, and asks that prompt notice be given by any reader who has cause for complaint against an advertiser, that the matter may be investigated and the advertisement discontinued, should the advertiser be proved untrustworthy.

SUBSCRIPTION RATES: \$5.00 PER YEAR IN U. S.
\$12.00 IN EUROPE.

WITHOUT FEAR OR FAVOR.

An Editorial Report Made From the Vantage Ground of Absolute Independence for the Protection of the Public.

BY G. A. WARNER, M. D.
(Copyrighted 1904, by A. F. Leopold.)

"All roads lead to Rome." This was true in the time of the Roman Empire. Rome was the center of civilization and all roads led to it. But we are living in the time of American civilization and we live far differently from what they did in the Roman times. Competition is greater; the strain of life is more intense; social demands are more exacting and household cares are more trying, and from out of it all we find that all roads of modern existence lead but to one end.

While the fiat of life is inexorable, and from ultimate death there is no escape, many a one is sleeping the long sleep under the leaves to-day, who would have been well and healthy had they consulted some reputable specialist, in chronic diseases, before the hour when the final breakdown came. Thousands of brave men and fair women are dying to-day even here in Grand Rapids, who longed for life and yet did not enjoy it, and over the graves soon can be written the words: "Died Because They Had a Prejudice Against Consulting a Specialist."

In medicine, as in everything else, it is the specialist who devotes his time, his energy, his intelligence and his skill to the study and cure of certain diseases; who applying to their treatment all the new remedies, appliances and apparatus, begotten of the progress of the age, who succeeds, and whose cures of cases, given up by the family physician, border on the miraculous. All this being true, the Chicago Journal of Health offers no excuse for introducing to its thousands of readers the eminent medical expert, Dr. Willard M. Burleson. That he is master of his profession is universally admitted. Having had years of training and experience in the greatest hospitals of the world, besides being a graduate of medical colleges of unquestioned authority. In his extended and successful treatment of piles, the reputation he enjoys, not only with his brethren of the profession in Grand Rapids, is as flattering as it is

well deserved. Dr. Burleson has probably treated a greater number of patients during his residence here than were ever before treated by any one physician. His success has been phenomenal, but richly merited.

The thorough knowledge of anatomy and therapeutics possessed by Mr. Burleson, acquired through his practical experience in the great hospitals of the world, enables him to diagnose and treat piles with greater success than those who profess to, but do not possess the foregoing qualities.

In the interest of suffering humanity, this editorial is written. It is not a paid advertisement; in fact, Dr. Burleson was not even consulted before this was written. What we have said here has been called forth from a personal knowledge of the greatness of his skill and ability, and on inclination to benefit the thousands of our readers, who may desire to enjoy perfect health and the blessings of life.

SPECIAL FEATURE OF THE CHICAGO JOURNAL OF HEALTH.

During the ten years of its existence this publication has at all times adhered to its early declaration that the editorial columns of a newspaper belong exclusively to its readers, and that it is an imposition upon the rights of subscribers to permit advertisements or paid matter to appear in such a way that deception is practiced upon those who receive such statements as coming from the editorial department. Our advertising columns are open to all legitimate concerns. Such space is for sale and may be obtained for the purpose of advancing the interests of any reliable product. Upon the other hand, we have no space for sale in our reading columns, and all suggestions contained therein reflect our unbiased and candid opinions made after thorough investigation, and may be implicitly relied upon. At no time have paid puffs or "write ups" been admitted to the editorial columns of the Chicago Journal of Health.

WORTH TRYING.

Try swallowing saliva when troubled with sour stomach.

Try taking your cod-liver oil in tomato sauce if you want to make it palatable.

If the air of the cellar is damp it may be thoroughly dried by placing in it a peck of fresh lime in an open box. A peck of lime will absorb about seven pounds, or more than three quarts, of water, and in this way a cellar may soon be dried, even in the hottest weather.

Unbiased Advice.

Readers may rely implicitly upon the fairness of these reports, as paid advertisements are not allowed entrance in the reading columns. All suggestions made are based upon facts and not upon the selfish interests of anyone.

Try buttermilk for removal of freckles, tan, and butternut stains.

Dr. Willard M. Burleson

Rectal Specialist

103 Monroe Street, Grand Rapids, Mich.

BUTTER AND EGGS

Observations of a Gotham Egg Man.

The month of November showed a considerable shortage of egg receipts at the leading markets, compared with the very moderate arrivals for November, 1903, as follows:

	1904.	1903.
New York	123,720	131,916
Chicago	73,573	80,866
Boston	45,967	51,671
Philadelphia	38,868	68,946

Totals 282,128 333,399

The Philadelphia receipts last year were partly estimated and were, later, found to have been overstated; but even if the decrease there has been no greater in proportion than in the other markets there is a very considerable reduction which no one could reasonably have anticipated.

There seems to have been a very good consumptive demand for eggs in all parts of the country and, so far as fresh production is concerned, the demands at interior cities have absorbed so much of the stock as to leave but a small amount for shipment to the seaboard markets. The scarcity of fresh goods has opened an unusually wide outlet for refrigerator eggs, and although the output from September 1 to October 15 was very small we think the rate of movement from the latter date to the present time has never before been equaled in the same length of time.

Present information indicates that the November output of storage stocks in Chicago, New York, Boston and Philadelphia will amount to no less than about 40 per cent. of the stock on hand Oct. 31, and the total remaining stock in these four markets has therefore been reduced to about 650,000 cases.

The remarkably rapid movement of refrigerator eggs during the past six weeks has put a much brighter face on the storage situation than it had before the extremely small scale of receipts was developed. It is now evident that if the December output of storage goods should equal that of November the total holdings to carry into 1905, although liberal, would not be excessive.

It is to be remembered that, apart from the possible influence of extreme cold weather, we are now at about the lowest point of egg production; also that there are plenty of storage goods to supply the present liberal rate of consumption up to the time when, with moderate weather, the production of eggs in the South and Southwest would increase materially. The consumptive requirements are usually somewhat less in December than in November, unless encouraged by a lower level of prices, so that on the present basis of values we can hardly expect as heavy an output of refrigerator eggs during December as we enjoyed during November.

The future of the market depends

chiefly upon the weather conditions at this season; and while the quantity of refrigerator eggs to be carried into the period of greatest uncertainty will evidently be less than was considered probable earlier in the season, it is certainly enough to last until there is a reasonable expectation of getting fair supplies of new.

Considerable interest is now being centered in the South, whence the first increase in collections of fresh eggs is naturally expected. Texas is shipping a few scattering lots this way, but so far they have proven of poor average quality and evidently consist largely of stale goods. It is nearly time, however, for some increase in the lay of eggs in Texas and the production of that State is likely to be a factor of considerable importance in another month.

There is evidently a moderate production in Tennessee and Kentucky, for while the eggs from that section are more or less badly mixed some of them are beginning to show a fair proportion of new stock. But no material increase can be expected from that section, or from other Southwestern points, until the holidays, and then only if weather conditions are fairly favorable in the meantime.

As the season approaches when the Northern markets naturally depend more and more upon receipts from Southern States it will be well for Southern collectors to cater to the requirements of our buyers and put their eggs up in shape to meet the wants of the better classes of trade. It will pay to candle the collections before shipment, keeping the first grade free from very weak, watery, and badly shrunken eggs, as well as from very small and dirty; it will also pay to use good, new No. 2 cases and pack with care. If this is done there should be no difficulty in getting top prices.—N. Y. Produce Review.

Failures in Business.

Inferior goods are responsible for many failures, because there are too many retailers who put more stress on price than on quality, and therefore lose the confidence of consumers. They do not seem to grasp the fact that, unless the food sold gives the buyer satisfaction, confidence is shattered and the customer does not become a "repeater," and it is repeaters that a store needs to win success.

The first feature that strikes the observer in many cases is the untidiness of the small store, the appearance of which is far from being suggestive of that absolute cleanliness which is necessary if a purveyor of food products is to enjoy the confidence of the people he seeks to serve. An untidy store may have on its shelves the very highest grade of goods, but the general untidiness is a libel on the stock and undermines faith in the store service. That lost, success can not be attained.—American Grocer.

A wise man swallows his tongue.

No Market
Excels
Buffalo



Predict fancy Turkeys 20-22, Chix 13-14, Dux 15-16, Fowls 11-12, Geese 13-14. Wire Third Nat. Bank. Collect. **BATTERSON & CO.** A Poultry House.

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.

Butter, Eggs and Cheese

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.

EGGS

We are the largest distributors of eggs in this part of the country. We can handle all the eggs you will ship us. We want regular shippers to send us any amount every week.

Write us.

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

Poultry Shippers

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

William Andre, Grand Ledge, Michigan

MEAT MARKET

Christmas Trims Adapted to Butchers' Windows.

"I see by the letters you show me and the questions you ask that my little talks seem to interest the retail butchers," said the Advocate's window dressing expert. "I notice that some of them ask me how I would dress their particular windows. I would like to be able to tell them, but that's an impossible proposition without knowing the location of the store, the size and shape of the windows and the character of the trade catered to. Dealers should remember that these talks are only suggestions, to be adopted or improved upon by them. I am perfectly willing, however, to make special suggestions for special displays. For instance, if anything big is going on in a town, I shall be glad to do my best to suggest a window appropriate for the occasion. But in every case my arrangement has to be adapted to the particular window in which it is used. So, if your readers have a fire parade or a carnival, or anything else in their town, tell them to say the word and I will try to help them out with a display scheme. Well, I suppose that, Thanksgiving being over, it is time to dig up a scheme for Christmas windows. There are two kinds of displays of this character. One is the exhibit arranged several weeks before Christmas and continued without change until after that holiday. For such a display in the meat line, it would be necessary to use imitation meats and poultry, as it would not do to use the fresh articles so long a time. Right here I might say that dealers will find these property meats, etc., come in mighty handy for window displays, especially during the summer, and it is a good scheme to buy them as needed and put them away carefully when a change of window puts them temporarily out of business. A permanent display of this kind can naturally be made more elaborate than one which is only to last a few days. The main feature of it should, of course, be a figure of Santa Claus, except in rare cases. I know children don't buy meat as a rule, except when they are sent for it. But you get up a good Santa Claus window, and I will wager a box of Smokadoras against a bunch of Fumigatoresses that the youngsters of the town will not alone see it themselves, but will drag their mothers to your place to see it, too. That's what a window display is for—getting the mothers to look at your store. Having settled on old Santa as the central figure, it remains to present him in a way that will draw attention to what you want to sell. For a sample display he might be shown with several turkeys slung across his back instead of the usual bag. Or he may be shown in a sleigh loaded up with meats and poultry. The snow on

which the sleigh should run can easily be imitated with salt, and a snow scene is always attractive. Or he may be shown shoving a turkey in each of a row of stockings hung over an easily made fireplace. A comic window could be made by having a wooden chimney, properly painted, of course, in the center of the window, with Santa Claus trying to push down the flue a goose or turkey too big for the purpose. In fact, there are any number of displays that could be arranged in a simple manner. A more elaborate show, which I think well of, would be to have the window fixed up as a miniature butcher shop, with Santa Claus in a long white apron acting as the butcher. Such an exhibit is easily made and would undoubtedly attract attention. For a card I would have something like one or more of the following verses, or any other jingles you can think of:

Christmas comes but once a year;
Eat and drink and have good cheer.
Buy your meat and poultry here:
Eat your fill and have no fear.

Peace on earth, good will to men.
Christmas time has come again.
Buy a turkey from this bunch.
Good for dinner, breakfast, lunch.

In buying meats for Christmas day,
Listen to what we have to say:
No better in the town you'll find,
Or cheaper, either, bear in mind.

Santa Claus is a wise old cuss.
One day he says, says he to us:
The people of this town should eat
No other kind but your good meat.

So much for this week on Christmas. Next week I will try to give you some more. In one of your letters the writer says he likes to bank up his windows all right, but such a display shuts off his light too much. That is true in most cases, and can not be avoided entirely. However, I once saw a window that I think could be used in the meat trade as a substitute for the banking up. Fill the roof of the window with small but strong screw hooks—not screw eyes. Cut quite a number of fine strong cords—fishing line is best—and tie a good sized loop on the end of each. Have the strings of various lengths. Hang each string by the loop to one of the books. Then tie poultry, hams, legs of lamb, etc., to the ends of the strings, and you have a window apparently full from top to bottom without shutting out all of the light. I would suggest that the strings be blackened for this purpose. They are invisible at a short distance, and are nearly so close up, especially if shown against a dark background. The apparent suspension in midair without visible means of support should arouse the curiosity of the ladies, who, I am told, sometimes possess that attribute.—Butchers' Advocate.

Do It Now!

When you've got a job to do,
Do it now!
If it's one you wish was through
Do it now!
If you're sure the job's your own,
You just tackle it alone;
Do not hem and haw and groan—
Do it now!
Don't put off a bit of work,
Do it now!
For it never pays to shirk,
Do it now!
If you want to fill a place
And be useful to the race,
Just get up and take a brace—
Do it now!

Frank Farrington.

For fifteen years I have worked to build up a

Good Michigan Cheese Trade

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

Fred M. Warner, Farmington, Mich.

Butter

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

E. F. DUDLEY, Owosso, Mich.

BUTTER

We can furnish you with

FANCY FRESH-CHURNED BUTTER

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

WASHINGTON BUTTER AND EGG CO.

GRAND RAPIDS, MICH.



Scientists Develop Oranges That Will Withstand Cold.

Secretary Wilson had a new kind of orange for his Thanksgiving dinner, and he ate it with great satisfaction, because it represented six years of labor, care and cultivation. The "great freeze" of 1896 destroyed more than half of the orange groves of Florida and wiped out nearly half the wealth of that State. It taught a great lesson and convinced those who were in the fruit business that the future prosperity depended upon the discovery of an orange that could endure cold weather. One of the first official acts of Secretary Wilson, when he came into the Agricultural Department in 1897, was to confer with Dr. Galloway, Chief of the Bureau of Plant Industry, and instruct him to undertake the duty of finding a frost-resistant. Experiments began at once. The hopes of Secretary Wilson and Dr. Galloway were based upon the possibilities of a little, hardy plant, a native of Japan, which bears a worthless fruit, but has lots of vitality and endurance, and is used extensively throughout the North for hedges. It grows rapidly in any kind of soil and will survive any amount of cold, and is familiar as the Japanese orange, the mock orange, the trifoliata orange, and by several other names.

The plant-breeders of the Agricultural Department took that as the mother and the sweet navel orange of the Indian River as the father, and sprinkled the pollen of one upon the blossoms of the other. The result was a series of hybrids of many variations and peculiarities. Some of the children were evergreen, like the orange trees of Florida; others shed their foliage in the fall like the Japanese hedges. Some had short thorns, some long thorns, and some had no thorns at all. Some had trifoliata leaves, while the leaves of the others were round, oblong and oval.

Between 25,000 and 30,000 seedlings were transplanted from the Washington propagating houses to the warm soil of Florida, and in 1900, as soon as they were large enough, the trees were distributed throughout the Gulf States and the Carolinas to test their endurance of cold as low as zero. In order to hasten their fruiting growing trees were budded and grafted and all of the tricks known to botanists and nurserymen were resorted to. Last year they began to bear fruit, and produced a great variety in size, shape, color, fiber and flavor. Nearly all of those so far produced are palatable, but most of them are tart and have a bitter tang resembling the Japanese pomelo more closely than the American orange. The pomelo resembles the grape fruit, and is a great favorite on the breakfast tables of Japan. Almost all of the fruit produced last year proved to

be suitable for marmalades and other preserves, and among them two specimens were selected as the most valuable and useful breakfast fruits. They resemble the Japanese pomelo very closely, and Secretary Wilson and Dr. Galloway are convinced that they will rapidly become popular and pay large profit to the growers.

These two new fruits have been christened as "the Rusk" and "the Willett," in honor of the late Secretary Rusk and the late Assistant Secretary Willetts, of the Department of Agriculture. Several thousand young trees will be distributed free of cost among the experimental stations, reliable nurserymen and competent fruit growers in the Southern States, and it is expected that the Rusk and the Willett will find their way into the Northern markets in a few years.

"They're a go," said Secretary Wilson. "They can be grown in every back yard south of the Ohio and Potomac Rivers, and will make an excellent home fruit as well as an orchard fruit, and a popular foliage plant as well as a money-getter."

This fall more of the seedlings are fruiting, thus increasing still further the variety of the products of the union between the Japanese and the Indian River oranges. Among the various freaks the officials of the Agricultural Department were delighted to find several large, luscious, sweet oranges, full of juice and of a flavor equal to any that were ever grown in Florida or the Western States. Samples were received just in time for Secretary Wilson's Thanksgiving dinner, and he regards them as sufficiently important to have been mentioned in the President's Thanksgiving proclamation.

While the returns are not yet sufficient to justify predictions, he is convinced that the plant-breeders of the Department have produced a substitute for the Indian River orange that will be just as palatable and tough enough to endure any frost that may ever visit the Gulf States. Samples have come from regions where the ordinary Florida orange could not possibly survive, and if the convictions of Dr. Galloway and his assistants prove to be well founded another valuable staple has been discovered which will add to the wealth of all the states south of Mason and Dixon's line. The young trees have already endured four winters, in which the temperature frequently went as low as six degrees above zero, without suffering the slightest injury, and that will bring them within the reach of all the South Atlantic and Gulf States and the lower altitudes of Tennessee, Kentucky and Arkansas.

"When we cross different kinds of plants," said Dr. Galloway, "the result is the same as will occur in crossing different kinds of human beings. No two men or women are alike; no two horses nor dogs are alike; and there is just as great a variety among plants. Our experience in the propagating gardens teaches us to expect most anything in hybridizing. Some of the results, and

often most of them, are entirely worthless, and we are always thankful when we get hold of something useful and valuable. Hybridizing always produces freaks and plants of marked individuality.

"Our orange experiments we consider remarkably successful. Only a portion of our trees have fruited, and we do not know what we shall get when the returns are all in; but thus far we have four distinct results that are extremely gratifying and of unusual economic value. In the first place we have a tart and bitter orange that is not suitable for the table, but makes the best marmalade you ever tasted. Second, we have a tart fruit with a beautiful flavor that is every bit as good as grapefruit, and will be quite popular for table use. Third, we have a fruit as sour as a lemon and full of juice of equally good flavor, which will make a good substitute for the lemon which is now imported from Sicily. And, finally, we have a sweet, juicy orange with as good a flavor as that produced on the banks of the Indian River, and it can be grown anywhere south of the thirty-fifth parallel. We propose to distribute the trees as fast as we can grow them, but it takes several years for such fruit to mature, and the public must have patience."

The plant-breeders of the Agricultural Department have produced still another new fruit for breakfast use, which is sure to be popular and will be distributed in the same way. It is the result of the marriage of the pomelo of Japan and the tangerine of Algiers. The fragrance of the Mediterranean and the hardy vitality of the Northern Pacific Ocean have met and the result is "the Tangelo," which has the flavor of the tangerine and the size of the pomelo and can be grown in any kind of soil and in any climate where the temperature does not go below zero.

The department is introducing the mango tree from India and the Philippines and is trying to breed that up to endure the climate of this

country. It is a delicious fruit, both for table use and for preserving, but it is now too delicate to survive our frosty winters. It is hoped, however, that it can be crossed with some hardier plant that can endure our climate.—Wm. E. Curtis in Chicago Record-Herald.

She is a foolish woman who calls a spade a spade—if the spade objects.

MERCHANTS

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

100 cents on the dollar.

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

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

AUTOMOBILES

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

Michigan Automobile Co.
Grand Rapids, Mich.

IT PAYS TO SELL
GOOD GOODS!

Walter Baker & Co.'s

COCOAS
—AND—
CHOCOLATES
Are Absolutely Pure



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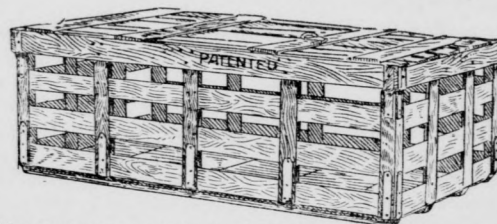
therefore in conformity to the Pure Food Laws of all the States.

Grocers will find them in the long run the most profitable to handle.

41 Highest Awards in
Europe and America.

Walter Baker & Co. Ltd.
ESTABLISHED 1780,
DORCHESTER, MASS.

POULTRY CRATES



Standard Sizes

For Chickens

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

For Turkeys

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

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

Wilcox Brothers, Cadillac, Mich.

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

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 3—We are having our first real snow storm. The weather to date has been fine and the holiday spirit is in almost full blast. Stores are crowded and everybody seems to have money enough to meet present requirements at least.

Lower grades of coffee this week seem to have occupied the major share of attention. Stocks of such goods are said to be in comparatively light supply and held in few hands, so that it seems easy to control the market. Aside from this there is nothing much to note in the market. Large receipts are now looked for at Rio and Santos and, accordingly, speculators are keeping rather quiet. In store and afloat there are 4,051,057 bags, against 2,281,409 bags at the same time last year—a supply that hardly warrants the hope of any important advance. The receipts of coffee at Rio and Santos from July 1 to Dec. 1 aggregate 6,983,000 bags, against 7,367,000 bags during the same time last year. Mild grades are hardly as firmly sustained as a week ago and buyers take only small quantities. Sellers are not disposed to make concessions, however, and good Cucuta is still worth 9½c and good average Bogotas 11c. East Indias show little change and are firm.

Quietude prevails in the tea market, as most of the attention is given to goods of a holiday character. Supplies are ample for present requirements and quotations are well sustained. About the same condition is looked for during the remainder of the year.

Hardly a bit of new business has been done in the sugar trade and not a great deal under old contracts. Prices are very firm and the outlook for some time ahead seems to be one decidedly in favor of higher quotations.

Quietude prevails in the rice trade and, while prices seem to be quite stable, they are on the low level that has so long prevailed and there seems to be little immediate prospect of improvement.

There has been a fair amount of business done in spices during the week; in fact, more activity than has been shown for some time. Purchases have not been very large in any case, but there have been a good many of them and, in the aggregate, they amount to a handsome total. Quotations are well sustained.

There is a firm and steady molasses market. The market is well cleaned up and sellers seem to be having matters their own way. The call is mostly for the better sorts, and low grade goods, which were doing so well a month ago, are biding their time—the turn of the year. Syrups are steady and firm.

Dried fruits are firm and fancy

stock for holiday demands is selling freely at full quotations. Currants are very firm, both for cleaned and uncleaned.

There is a fairly legitimate amount of business going forward in canned goods and yet jobbers are not taking very large amounts, as the time of stocktaking is so close at hand. Tomatoes are unsettled and goods can be found at "any old price." Really desirable corn is wanted and will fetch full figures. Peas, string beans and other vegetables are quiet. No special activity is looked for, although some improvement may come after the new year. Considerable activity exists in the salmon market, although orders generally are for small quantities; in fact, no buyer is taking a great amount of any kind of goods.

Butter remains very firm and, with lighter supplies, the situation favors the seller. Extra creamery, 26@26½c; seconds to firsts, 22@25½c. There is a good call for grades from 21@23c and the market is pretty closely sold up in lines of this character. Imitation creamery, 16½@20c; Western factory, 16@17c; renovated, 16@19½c.

Cheese is fairly active and slightly advanced. There is a better demand and quotations are now on the basis of 12c for full cream, small size; large sizes, 12¼@12½c.

The supply of nearby, fresh gathered eggs is not nearly equal to the demand and the 40c mark has been reached easily. Finest Western, 31@32c, and average, 29@30c.

When Is a Cheese Not a Cheese?

The answer to this conundrum depends on the country in which it is propounded. Thus in Germany and Scandinavia a cheese made from new milk, half skimmed, quarter skimmed or separator skimmed milk is a cheese for a' that. On the other hand, in England when the word cheese is used, it implies that it is made from new unskimmed milk, and from a legal standpoint a cheese made from skimmilk is not a cheese. Although several cases (which went against dealers in the lower courts for selling as cheese half-skims with only 14 to 15 per cent. fat) were reversed in the higher courts, the Danish dairy agent advises his countrymen not to send any cheese with less than 20 or 25 per cent. of fat, as "cheese," and he further says: "It is not legal in England to sell a cheese in the shape, appearance and name of any kinds known in the market with any appreciable less percentage of fat than customary for that particular kind of cheese." "Skimmed milk cheese" must be sold as such and so must "separated milk cheese;" in short, these cheese are not cheese, and must not be sold as "cheese."
J. H. Monrad.

Mary Managed It.

Mary had a little ring,
A solitaire, you know,
And everywhere that Mary went
The ring was sure to show.

Lots of people never get any bouquets thrown at them until the day of the funeral.

Buyers and Shippers of POTATOES

in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

PILES CURED

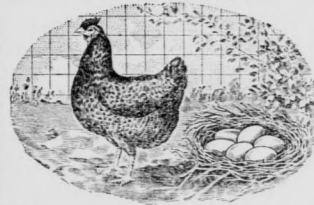
DR. WILLARD M. BURLESON
Rectal Specialist
103 Monroe Street Grand Rapids, Mich.

We Are Headquarters

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

The Vinkemulder Company

Grand Rapids, Mich.
Jobbers of Fruits and Produce



Wanted

Daily Shipments of

Poultry, Eggs and Butter

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

Lansing Cold Storage Co., Lansing, Mich.

WE ARE BUYERS OF CLOVER SEED AND BEANS

Also in the market for
Pop Corn, Buckwheat and Field Peas
If any to offer write us.

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

WHOLESALE

Oysters

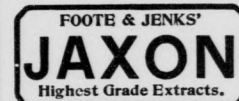
CAN OR BULK

See our quotations in Grocery Price Current on page 45

DETTENTHALER MARKET, Grand Rapids, Mich.

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
JACKSON, MICH.



—We Carry—

FULL LINE CLOVER, TIMOTHY AND ALL KINDS FIELD SEEDS

Orders filled promptly

MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217

REASONS FOR SUCCESS.

Your Competitor May Be Better Able to Win Trade.

You may find that your competitor shows his goods to much better advantage, and more attractively than you do, thus tempting customers. He may be a better judge of human nature.

You may be in a bad locality, not in the current of traffic. It often-times makes a great difference whether you are on the right side of the street or not. The current of traffic often changes from one side of a street to the other in an inexplicable way. This is such a powerful factor that it often makes a store on one side of the street worth almost double what it would be worth opposite. It is easy to say that there is no sense in this, but if you are a level-headed business man you will take things as they are. You will study tendencies—facts, not theories.

Young merchants often make great mistakes in locating. They start out with limited capital, and will often take stores on side streets because they think the rent will be much less, and they reason that they will be able to deflect the traffic and attract the tide of customers to their stores, but many a young merchant has met his ruin in trying to draw trade out of its natural channels. It makes a great difference whether you take advantage of the natural current of trade or depend upon the tributaries of the side streets and unfrequented thoroughfares. A store right in the current of traffic and on a great thoroughfare may be cheaper at \$50,000 rental than one at \$3,000 two blocks away on a side street. It may be better for you to pay what seems an enormous rent in the right location than to get rent free in a bad location.

You may not know the pulling power there is in an attractive entrance. If patrons must ascend several steps to enter your store it may be a serious drawback. In some sections of one large city it has been found that even three or four steps may keep away hundreds of customers, since people do not like to climb steps. Is your store badly lighted or poorly ventilated? This has a great deal to do with your patronage. Everything that makes your store a pleasant place to visit and makes examining goods there easy and satisfactory is important and every defective arrangement kills trade.

There are a thousand and one reasons why a customer goes to one store and does not go to another. Make it a study to find out the reasons, and you will be able to apply the remedy needed in your case. Many a patient who has died might have averted the fatal disease if he had had the courage to ask for a proper diagnosis by a specialist, but he did not dare to. He was afraid that it would be unfavorable, and that knowledge of the fatal fact would kill him. The actual knowledge of what the trouble is in your business, a scientific diagnosis of what is causing the falling off of trade, no mat-

ter how unpleasant or how humiliating it may seem, may save you from something worse.

One of the dangers to a large establishment comes from the fact that the immense volume of business, the vast number of employes and the infinite detail make it difficult to recognize the thousand and one enemies which are indirectly undermining its growth and healthy progress. By ceaseless study of methods and comparison with your competitors you will, however, be able to meet the situation, and putting your lessons into practice you will soon discover that you are a more progressive merchant. People will say that everything has a more up-to-date appearance about your store; that it is neater, more attractive and more orderly; that you have a better class of clerks than you used to have; that they are more polite and more accommodating; that they are more inclined to please; that there is evidence of new blood in your business, and they will wonder whether you have taken in new partners or new capital, or gotten a new lease of life yourself, because all these things are evidences of excellence and business ability, and reputation for these will bring you trade.—Success.

Recent Business Changes in the Buckeye State.

Belle Valley—Hazard & Bass, general store managers, are succeeded by Hazard & Davidson.

Coaldale—German & Smith are to continue the grocery business formerly conducted by Jesse German.

Dayton—Edward & Leo Focke are to succeed Edward Focke, retail meat dealer.

Dayton—Samuel Heater, grocer, has discontinued business.

Dayton—Mrs. Anna Holme has sold her grocery stock.

Dayton—Frank Poffenberger, who formerly conducted a grocery store, has gone out of business.

Dayton—John Stengle & Co., furniture manufacturers, have reincorporated with a capital of \$100,000 and will do business under the style of The John Stengle Co.

Rudolph—J. M. Holdridge is to be succeeded by Holdridge & Judson, who will carry a grocery stock.

Ashtabula—The creditors of the Ideal Foundry Co. have filed a petition in bankruptcy.

Ashtabula—A petition in bankruptcy has been filed by the creditors of C. A. Williams, dealer in bicycles and sewing machines.

Cleveland—The creditors of Philip Rogen, dealer in clothing and dry goods, have filed a petition in bankruptcy.

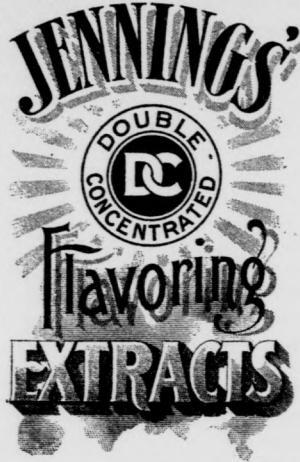
Columbus—A petition in bankruptcy has been filed by the creditors of the merchants' Premium Stamp Co.

Kent—The Phillips Canning & Pickling Company's creditors have filed a petition in bankruptcy.

Toledo—A receiver has been applied for for the Turley Candy Manufacturing Co.

Some men try to conceal the fact that they have been feminine easy-marks by jeering at woman.

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.

Assorted Pralines

Chocolates, put up in 30 pound pails, in five different flavors, are trade winners. We also put them up in five pound boxes. They make a fine display of Christmas candies. Write to us or ask our travelers about them.

HANSELMAN CANDY CO.

Kalamazoo, Mich.

Our 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.

AVOID
DELAY

ORDER NOW

Christmas Candies and Supplies

Nuts, Dates, Figs, Etc.

PUTNAM FACTORY National Candy Co.

Grand Rapids, Mich.

DANGERS OF THE AIR.

Difficulties of Defense Against Its Unseen Occupants.

In the war which mankind is waging against disease science is constantly scoring new victories. It begins to look as if we might some day live in comfort and do all manner of imprudent acts—overfeed and overheat and overexert ourselves, depending upon the strong arm of science to rescue us from peril, with little damage to our constitutions, while surgery has already proved herself quite capable of putting us nicely together again, no matter how sadly we are shattered in accidents incident to modern traffic, and can even help us to get along without certain organs hitherto considered of prime importance, like stomachs and lungs and livers. What with antiseptics and a vast and growing remedial pharmacopeia, with official supervision over the purity of the drinks and foods we take into our system, with sanitary plumbing and sanitary underwear, and sanitary footgear, and with half of our early training devoted to the upbuilding of a perfect physical system that shall enable us to resist disease, it really begins to look as if we might some day have all bodily ailments safely sealed up again in that little casket of Pandora's, whence tradition tells us that they issued. Fortified within and without, we would need give ourselves little concern about the possibility of sickness were it not for a certain great theater of action in

which these mischievous germs continue to disport themselves, and where all the weapons science can forge seem unavailing to get at them. This is the atmosphere in which we live and breathe and have our being, and which the physicists tell us stretches forty miles above us, a vast breeding and exercise ground for these enemies of the human body.

A writer in the Saturday Review tells of the unavailing attempts to get rid of these bacteria. It is easy enough to destroy them, inasmuch as they yield up their lives readily to dry heat; many of them even sicken and die when attacked with such very commonplace chemicals as alcohol, carbolic acid, corrosive sublimate, while few of them can survive a bath in water that has reached the boiling point; but no way has yet been hit upon by which these harmful bacteria can be rounded up for the slaughter like the jackrabbits of Fresno. A few millions out of countless myriads are slain by the processes of fumigation, spraying and disinfecting, resorted to in the case of houses which deadly and contagious disease has entered, but it is pointed out that the entrance of a single person into a house or hotel or public lecture hall may introduce enough bacteria to contaminate the air of the entire building and set all these precautions at naught. Towns are similarly infected, although this infection is considerably qualified by exposure to sweeping winds, wherein lies San Francisco's main protection. "How-

ever man may improve the sanitation of his water supply and drainage, and see to the cleanliness of his house and his person, he can not tame the roving air, that brings with it in dancing notes the myriad wind-blown spores it has collected. * * * Wherever human beings live in the close contact that city life involves the air will be inevitably contaminated." This is the writer's final judgment, summing up the verdict of science itself.

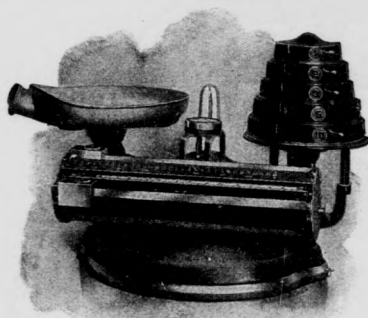
It is sometimes well to face the ultimate. So long as one is perpetually running from uncharted terrors, not knowing what moment the enemy's hand may be laid on his shoulder, there is small chance for a sturdy resistance. It is when man brings up against a wall, with his back to it, that he has the best chance to take the measure of his enemy and to test his own strength. In this case we may take heart from two or three very pertinent facts: One of these is that most of these germs are very short lived. Another is that they each have their own unrelenting enemies among germ kind—kindly bacteria, which also fly through the air and are constantly on the trail of the mischief workers. Another very philosophical reflection is that ever since man was born into the world these microscopic organisms have been preying upon him, and that to-day he represents the survival of the fittest of a long line of germ-bombarded ancestry, so that he must carry in his own body an immense storage of resistance.

The other day some European scientists of note experimented upon a healthy convict. They shut him up in a room whose air was absolutely freed from germs, and they permitted no air to enter which was not absolutely sterilized. His food and drink were subjected to sterilizing processes. The man promptly sickened and died, proving conclusively that a certain allowance of germ life is essential to man's well being.

We may escape harmful bacteria by betaking ourselves to the hills, where disease is unknown and the air is unpolluted by its microscopic breeders. Whenever the constitution is weakened from any cause, making it susceptible to their insidious attacks, this would seem the only rational refuge. As the most of us find it necessary or convenient to dwell in towns for the best part of our lives, our only resource is to rely upon the services of the bacteria helpful to the race, giving them all the aid we can in combating the inroads of the vicious mites by right living and a courageous spirit, which will not yield supinely but maintain its mastery of the enemy while our wee auxiliaries are engaged in undertaking their annihilation.

It is an unreasonable voter that expects a man to live up to his campaign oratory.

Life does give some of us benefits—and then euchres us out of all of the proceeds.



No. 76 Weightless. Even-Balance

40 per cent. Gain Over Last Year

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

MONEYWEIGHT SCALES

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

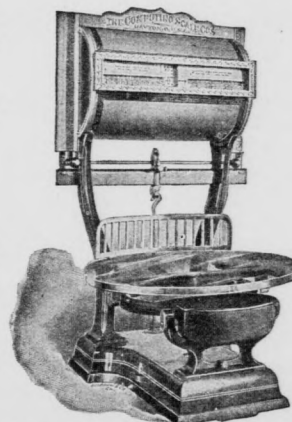
We build scales on all the known principles: Even Balance, Automatic Spring, Beam and Pendulum, all of which will

Save Your Legitimate Profits

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

Manufactured by
Computing Scale Co.
Dayton, Ohio

Moneyweight Scale Co.
47 State St., Chicago
Distributors



No. 63 Boston. Automatic Spring



Hints on Proper Advertising of a Clothing Store.

The merchant that has procured in the market the finest stock imaginable to place upon his shelves must busy himself at once to let the public know what his store consists of. His goods may lie for weeks and months and grow old on his shelves if he does not let the public share his secret. He must throw open his store and show everything in it. This he can do for the benefit of himself and his immediate neighbors, but the public at large will know nothing of the treasures buried in his store until he advertises. He must reach the people through his town newspapers, by presenting a few leading features in a way to suggest others not mentioned, and by following a system of this kind day by day he will soon have planted seeds that will grow and bloom and ripen into fruitful knowledge of the many good things he has to offer the public.

A number of people advertise extensively—as they think—and receive no returns or increase in their business. Such are apt to jump to the conclusion that advertising does not pay. They do not stop to investigate their methods of advertising to see whether there is something in that, but lay the whole blame to the practice of advertising. The right kind of advertising pays and there is no mistake in that, and when no returns come from an advertisement one may rest assured that it is due to the method and makeup of the advertisements, and perhaps the class of goods are not of the latest, or the advertiser has become a back number in the trade by allowing his conservatism to kill any natural inclination and desire to push new ideas and new things in his trade.

It is not often that a man in business lays his plans so as to test the real value of advertising, but the writer recently met in his travels a man taking up the work in a systematic way to make sure of his ground. In the early part of the year he concluded to advertise and set apart \$250 a month for the purpose, but the amount was not all required. He has pursued his plan for six months persistently and judiciously, with results as follows: The percentage of increase over the business of last year was in March, 112 per cent.; April, 144 per cent.; May, 163 per cent.; June, 109 per cent.; July, 100 per cent.; August, 109 per cent. When our conversation took place, on September 25, in Paris, this man's business for September to date was nearly 3 per cent. increase over any two months of the previous year—and he was a Frenchman at that.

The above facts in a most emphatic way prove the value of advertising, but it by no means follows that any

haphazard method of advertising would meet with equally good results. There must be system and thoroughness in the methods adopted. There must be newness and the latest styles and fashions in the goods to be advertised, not "any old thing" can be worked as an attractive advertisement. Rotten apples may, in some way—if you "come and count 'em—serve a purpose, but they would not afford very much attraction on the table. The fruit must be ripe and fresh to create a desire for it, and so with clothing and furnishings. If they are old-fashioned in general appearance no application of printer's ink can possibly make them attractive and desirable.

We notice that the small productions of retail advertising are always read, and where the change is daily made people get into the habit of looking for the advertisement as regularly as the morning or evening paper appears. This method gives the retailer an advantage over his competitor that pursues the method of column advertisements containing something about everything he has in the store.

If a merchant has an extra fine coat to sell he compiles a neatly worded advertisement and obtains an appropriate cut for it, and sends it out through his daily paper to do its work. The largest retail clothiers and furnishers in New York and Chicago use ten of these little productions to one of a larger kind. They rarely exceed three inches in length, and are column width. The type used is good size and very plain.

One idea is usually presented at a time, but not the same idea twice in the same form. If a hat is to be presented it would not be good taste to associate with it in one of those small productions a suit of clothes. The hat is a type of all hats, and in advertising one the whole stock is made known. The same is true of a suit of clothes, and so on with other articles of men's wear.

Whatever may be done by using small products, care should be taken not to crowd the matter. Artistic beauty is not the thing to be aimed at, but a strong presentation of the idea is the chief characteristic to be kept before the mind. In many cases your cut can interpret the production, and that of itself affords pleasure to the mind, which begets attention and interest, without which your products would lack effectiveness. The retailer that practices for a while the making up of these small advertisements will be astonished at the ease with which ideas come to his aid. It will not take him long to acquire the art and the science necessary to write sprightly and interesting advertisements for his use.

You are doing some advertising—why not give the windows a chance? Not of necessity every time the display is changed, but from time to time, as special goods are shown. Many a business man or shopper is passing the corner and would be prompted to go a few steps out of the way to see the window as adver-

tised. Merchants in many of the prominent centers of the clothing and furnishing goods trade are beginning to entertain this idea and adapt it to their advertising. The general utility of the window is thus brought to serve an extra purpose. It is a well-known fact that there are many people who would go a considerable distance to see an article in the window with the price marked on it, sooner than go into a store and ask for it.

Bring it home to yourself; you may feel the need of some garment or other article of wearing apparel, know where you think it may be bought and still have a timidity about going into the store to ask for it. Should you know where it is on exhibition in a window, however, you will stop, even go out of your way, to see if it is what you wish, and, if so, will doubtless go into the store for a closer inspection. Let us remember this in preparing the next copy for the regular newspaper advertisement. Invite people to note the window. Tell something about the goods there displayed and the prices attached to the same. Try this and the window will soon grow in importance to your business.

Now that we have transgressed our subject, let us ask a question: Do you think the display in the interior of the store should be changed a little oftener? Every day is not too often to mean considerable saving in merchandise—every day is not too often to mean additional attractiveness to your customers. Try to

Fur Coats



We have the largest assortment in the State. Write us and we will send you full particulars regarding our line of fur and fur lined coats.

BROWN & SEHLER
GRAND RAPIDS

**OUR NEW
103**

TRADE **IDEAL** MARK

OVERALL

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

**LARGE AND ROOMY AND
A PERFECT FITTER**

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

IDEAL CLOTHING CO.
MFR'S. OF CLOTHING.

make your inside display as strong as your windows. Make solid shows.—Clothier and Furnisher.

Spring Demand Slow on Underwear Lines.

Initial demand on lines of underwear for the coming spring season has proved disappointing to both the agent and manufacturer. It is felt, however, that this will ultimately result in large reorders, after buyers have felt their ground and assured themselves regarding the position of the market. Their reasons for this are based on the belief that stocks are low, not only with the jobber but also with the retailer. Last season's conservative policy regarding purchases has resulted in having little on hand in the way of duplicate stock on which to draw. Consequently the seller figures that with prosperous conditions facing the country and little stock in retailers' hands, business will be done on new goods, and to meet this anticipated demand the retailer must soon begin to place orders. The jobber has placed only light first orders and is awaiting developments, after which he must place duplicate orders to meet his requirements. The high cost of raw material and the uncertainty of future prices on the manufactured goods has also had more or less effect in restricting orders. Although the manufacturer is a firm believer in present prices being maintained, even if no advance becomes necessary, the buyer is in many instances inclined to believe that lack of demand may result in lower figures. For this reason he has refrained from placing his orders until the actual force of requirements compels him to. Current requirements with the jobber have been of a fair volume, but scarcity of goods, due to the same old policy of conservatism, prevents in many instances filling the same. Ribbed goods have sold well for fall with the retailer, and supplies have been insufficient to meet the demand. Fleeces have also sold to some extent, but not as largely as in former seasons.

On spring lines of hosiery demand has not started up as yet to an extent that will permit of much predicting on the final outcome of the season. Here, as on underwear lines, indications, however, seem to point to good orders to come. The brown shades have held first place well into the fall, but it is not believed that these shades will be in favor again for the coming spring. Fancy hosiery is considered by many as good property for the new season, while, on the other hand, there are just as strong supporters to be found of plain goods. Jobbers have placed but light first orders, awaiting developments. Manufacturers claim that, with the price of yarns advancing duplicate orders can only be secured at an advance, while in other directions agents have not shown lines, not caring to name prices before being sure that their mills were supplied with raw material at prices that would insure a margin of profit.

A plain face needs no chaperon.

Lack of Uniformity in Underwear Prices.

Much quiet comment is heard among underwear agents regarding the reported concessions granted by certain manufacturers from prices announced at the opening of their new lines for the coming fall season. With this condition of affairs facing him the agent sees much trouble ahead. If, as reported, Western buyers have succeeded in obtaining contracts at prices as low as \$3.35 for 12½ to 13-pound fleeces which were opened at \$3.50, this action on the part of the mills, or their agents, will undoubtedly serve to entirely upset the market for some time to come. Other buyers will have but little confidence in any quotations that may be made, and, if purchasing at all, will do so in a most conservative manner, pending further developments. Ribbed goods, especially in women's wear, are also reported to have come in for a share of these reductions, concessions having, it is claimed, been made from last season's prices. One agent in the market speaking of the present situation said: "With yarns at present prices, I do not see how any manufacturer can consistently see his way clear to make any reduction in the price of manufactured goods. In the majority of instances the manufacturer buys his yarns from the spinner. Any one familiar with the situation knows that cotton yarns are not cheap. Spinners are not over well covered, and any talk of concessions from present yarn prices will be met with a prompt refusal on the part of the spinner to do business. Wool and merino lines are not entirely open as yet, but, where open, business has been done at last year's figures. The manufacturer accepting these orders, unless he purchased his raw material at the beginning of the year, which is not probable, will be compelled either to deliver his goods at a loss, or cancel the orders. Buyers had been brought to a point where they freely expected to pay an advance. Now it will be difficult to secure even last season's figures." Practically the entire range of fall hosiery lines has now been opened. Initial orders have not been large, but better results are looked for from now on. Woolen and worsted goods show an advance of from 5 to 10 per cent. over last year's figures, due to the steady advance and present high cost of raw material. Cotton goods remain practically at last season's figures, although in some instances heavyweight goods show slight reductions and concessions of from 4 to 5 per cent. are reported to have been made in order to interest the buyer. Spring business continues to move along in somewhat moderate channels. On goods for current requirements, however, jobbers report difficulty in meeting buyers' orders. Retailers held their orders down to an exceptionally conservative basis and are now endeavoring to fill in for the purpose of meeting pressing requirements.

Fate is Fortune's mother-in-law.

Style in Clothes



M. Wile & Company have always been known as creators and leaders in the clothing world.

Every one of their garments shows the art of a knowing designer.

"Clothes of Quality"

possess a charm that is pleasing to the wearer which grows day by day.

Retain your customers by selling this justly famous clothing.

OUR SALESMEN ARE IN YOUR STATE

Do you want to see one?

M. Wile & Company

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

MADE IN BUFFALO

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

The William Connor Co.
Wholesale Ready Made Clothing
Manufacturers

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

The Founder Established 25 Years.

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

Bell Phone, Main, 1282

Citizens' 1957

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

THEY FIT

Gladiator Pantaloons



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

MODEL STORE.**Mitchell Brothers Company's Business Building at Jennings.**

Mitchell Brothers Company's new store building at Jennings, which was constructed during the past summer



THE OLD STORE, NOW USED AS OPERA HOUSE.

season, is not only one of the largest in the State, but probably the largest lumbering company store in the United States. It is 60 feet wide by 135 feet long, two stories high, with a basement 60x75 feet. The lower floor is divided into a 24x60 foot grocery department, a 60x60 foot dry

The basement is also to be used for storing surplus stock. The building rests on a cement foundation, is well painted and finished inside and out, and has been completed at a cost of about ten thousand dollars. It will be heated with steam, lighted by

electric lights, fitted with cash carriers, and have every convenience of a modern city store. About seventeen clerks are employed, including a registered pharmacist for the drug department. Cement walks have been laid on the north and east, the streets graded and graveled, and with its 60



THE NEW STORE.

goods and furnishing department, a 30x35 foot meat market, a 20x30 foot flour room and a 22x60 storage room. In the center are Manager Holmes' office and the cashier's and stenographer's desks and in the rear a freight elevator. On the second floor in front is a well lighted room, 60 feet square, used as a furniture, stove and crockery salesroom. The rear of the second floor is divided into several different rooms to be used for storage purposes and such other uses as the business may demand.

foot glass front the new building presents a very fine appearance. The old store building opposite will now be used as an opera house and will be suitably refitted and furnished.

The store business was established about ten years ago by A. C. McNitt. Two years later the store and stock were purchased by Mitchell Brothers, who fortunately secured the services of Mr. David Holmes, who had previously acted as manager of the mercantile departments of the Elk Rapids Iron Co., at Elk Rapids,

and the West Michigan Lumber Co., at Woodville. The first year Mr. Holmes was in charge of the business the sales were \$42,000. This year the sales will aggregate \$150,000, plainly demonstrating the wonderful development of the business under the guidance and control of a competent manager. The sales from July 1 to Nov. 1 of this year show a gain of \$14,000 in volume over the corresponding period last year.

The roster of the store is as follows:

Ole Hutchins, grocery and hardware.

Robt. Blackburn, grocery and hardware.

G. A. Wilson, pharmacist.

B. L. Curtis, cattle buyer.

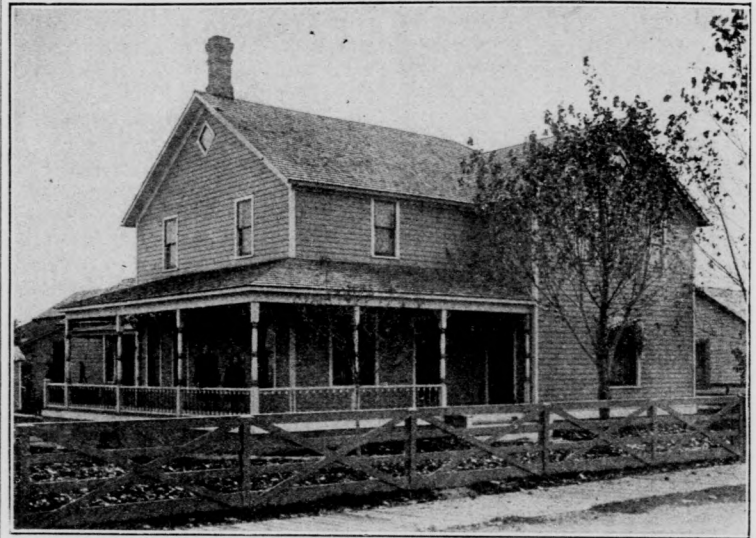
A. W. Milks, meat cutter.

Forest Samis, drayman.

Allan Johnston, janitor.

Value of Organization in Store Management.

No argument is required to prove that organization is to be preferred to



HOME OF THE MANAGER, DAVID HOLMES.

D. Holmes, manager.
H. J. Anderson, book-keeper.
Alvin W. Mitchell, cashier.
M. F. Nackerman, stenographer.
C. Z. Robinson, manager dry goods department.
L. H. Campbell, dry goods department.

chaos, and that system is far superior to a lack of it in the management of a store or any business. Yet how many firms are there that do fully realize how great might be the increase in the efficiency of their store or business, did they but possess a system of organization and manage-



AN INTERIOR VIEW IN THE NEW STORE.

Myrtle Hardy, dry goods department.

Jno. J. Gage, grocery and hardware.
Yorgan Hanson, grocery and hardware.

Claude Perry, grocery and hardware.

ment which would tend to that ideal condition where every man, salesman and manager is constantly working to the common end—"the good of the proprietor?" A vital element in the make-up of the industrious merchant is the application of energy along the

lines where the greatest results can be accomplished, and the elimination of all waste which interferes with such results.

One morning last year a clothing merchant, who is gifted with foresight, and who, we might add, is a multi-millionaire and occupies the "personal touch" position in a business doing several millions a year, called to the manager of his store and told him to send the "boys" into his office a few at a time. When the first lot were assembled, all timid and displaying signs indicating their timidity, he turned to them and

history of that concern. The months of August, September and October, unpromising in their returns for many clotheirs, have all shown gains here. The organization in this store, one of the largest in the country, is the best we know of. Its atmosphere is wholesome and there is not an uncomfortable being in the staff, from the stock clerks up.

At this store a system is followed out that is well worth emulation. Salesmen are salesmen, stock clerks are stock clerks, and each one to his place, with the salesmen on turn. Not even during the rush hours of

only can give you the good service you expect to receive.

At this clothing store referred to one of the floor men, and there are several, greets you as your entrance is announced by the boy who opens the door for you. If your special salesman or all the salesmen are engaged the floor man gives you a chair and requests you to be seated, that you may await a salesman and get service from one experienced in the handling of customers and the stock. That store wants you properly waited upon, that you may leave satisfied. It takes no chances of having you

time that you are apparently hard to please. You leave, dissatisfied, without making a purchase, and, perhaps, go elsewhere. A stock clerk is forced into service to keep down expenses. At the end of the year his salary is increased by a dollar. Another stock clerk, who kept his place and did not sell every customer he got a chance to serve, asks for a raise. The "boss" says, "Why, you haven't earned it. There's Johnny Jones, who sold \$6,000 last year; he earned his raise." "But you hired me as a stock clerk; I didn't know you wanted me to sell goods. I'll



SOME INTERIOR VIEWS OF MITCHELL BROTHERS' NEW STORE AT JENNINGS, MICH.

said: "Well, gentlemen, we have had a bad year of it, business has been bad, very bad; worse than I have known it to be in a great many years. But it is not your fault. You have all done your best. I will advance all your salaries five dollars a week. Now go back and pull up good and strong next year."

This was repeated until all in turn had passed before the "boss." Did they go back and pull up? Was there harmony in that sales force? Was each one feeling comfortable in mind? The year now drawing to a close has been the largest in the

Saturday, when business is at its height and customers stand or sit about awaiting service, is a stock clerk or one other than a salesman permitted to wait upon a customer.

When you go into a high-class restaurant and seat yourself at table one of the supernumeraries approaches your table, hands you your napkin, places a glass of water before you and extends you the bill of fare. He has given you the service he is engaged to perform. He would not take your order. Only the experienced waiter is so privileged. He

get poor service through an inefficient stock clerk.

At another store, where they have a large and efficient force of salesmen for service during the week, when the Saturday rush comes stock clerks are pressed into service to wait upon customers. You enter as a customer intent on buying clothing to the amount of thirty or forty dollars. Your regular salesman is busy selling a pair of trousers. You are turned over to an incompetent stock clerk. To begin with, you are disappointed. The boy does not know the stock and you learn for the first

do it hereafter." "Yes; but, my dear boy, we want money in the cash drawer, and if you help to put it there you'll get along."—Apparel Gazette.

Once upon a time there were two men, both striving to arrive. One worked his way gradually up, while the other worked men. When the first was half way up the ladder he glanced at the top. Lo, the man who had started with him was already there resting.

Destiny is a dope peddler.

BUCKWHEAT PRODUCTION. Statistics Compiled by the Government.

Government figures on the buckwheat crop bear out the reports made by our correspondents, as published in our October issue.

Preliminary returns to the chief of the Bureau of Statistics of the Department of Agriculture make the average yield per acre 18.9 bushels, against an average yield of 17.7 in 1903, 18.1 bushels in 1902 and a ten-year average of 17.9 bushels. The average for quality is 91.5 per cent., against 91.4 last year and 88.1 in 1902. In other words, both the production and quality are slightly higher than last year.

The buckwheat crop of 1903 (14,243,644 bushels) was a fairly good one, although below those of 1902 (14,529,770 bushels) and 1901 (15,125,939 bushels). The 1903 crop was, however, above the ten-year average.

The largest single year's production during the past ten years was in 1895, when 15,341,399 bushels of buckwheat were harvested. With the exception of that of 1901, this was the only crop that went over 15,000,000 bushels in the ten years under review.

In point of value to the farmer the record crop was not equal to those of the last three years. The farm value of the 1895 crop on December 1 was \$6,936,325, while those of 1901, 1902 and 1903 were valued at \$8,523,317, \$8,654,704 and \$8,650,733, respectively, on corresponding dates.

The opening prices on the 1904 crop were high, in sympathy with the prices of other grains. An examination of Government figures shows that as a rule the price of buckwheat is determined largely by influences other than the size of the crop itself. In 1866, when we produced 22,791,839 bushels, the price was 67.6 cents per bushel. The following year the production dropped to 21,359,000 bushels and the price advanced to 78.7 cents, but in 1868, when the crop was 19,863,700 bushels, the average price per bushel was 78 cents. The lowest price on record was in 1897, when the crop was 14,997,451 bushels and sold at 42.1 cents per bushel. The other extreme was in 1881, with a crop of 9,486,200 bushels and an average price of 86.5. In 1883 the yield was only 7,668,954 bushels, the shortest crop on record, but the price was only 82.2 cents per bushel.—American Miller.

A Notable Boycott Decision.

A decision of special interest concerning labor union policies comes from California, where the unions have been having things their own way for some time past. A firm of grocers in San Francisco protested against a boycott ordered by the stablemen's union because the grocery firm refused to discharge non-union stablemen from its employ. The union forces carried placards and transparencies labeled "unfair firm; don't patronize," and the firm brought legal action against the union. The judge reviewing the law

of the case held that the action of the union was illegal, and said:

"To proclaim a business or the proprietors thereof unfair in this manner is as infamous as to proclaim before a private dwelling that the inmates thereof are prostitutes. The acts complained of are breaches of the peace, and it is safe to say that if met by personal violence on the part of the boycotted, did he so elect, he would be justified by a jury. It is the opinion of the court that no one may promenade before the place of business of any other person bearing signs, placards or printed notices of any kind reflecting on the honor or fairness of the business itself or the proprietors thereof."

To realize the absolute justness of this decision it is only necessary for the unionists to look at the other side and imagine an employer sending men with such signs to parade before union headquarters with expressions to the effect that the union membership was made up of robbers, assassins and criminals and

warning all employers against hiring them. In such a case the unions would take action without delay. And yet why is sauce for the goose not sauce for the gander?

Union lawlessness has been tolerated until unions have come to believe that they are a law unto themselves, and that others have no rights to be respected. But there has been a great change in public sentiment in the past few years. Unions can not expect to be treated as unruly children all the time and must learn sooner or later to modify their claims and allow other people to enjoy to a reasonable degree the inalienable rights of life, liberty and the pursuit of happiness.—Boot and Shoe Recorder.

Advantages of a Good Education.

Written for the Tradesman.

Education is for the development of our faculties and formation of our character. Fortune may be left to us by our parents or relatives, but we can not inherit learning. We

must struggle for it ourselves, and, while fortune may be gained in advanced life, education must be obtained in youth. If not it will be almost impossible to make it up. And it must be by hard work of the brain. When Dionysius, the tyrant of Syracuse, wished Archimedes to instruct him in geometry by an easier method than common, the philosopher replied, "I know of no royal road to geometry." It is education that makes civilized nations and to it the possessor thereof owes the superiority that he has over his fellow creatures more than to any advantage of nature. There are many persons who would have risen high had they been educated. Some people do not appreciate the value of having education and, therefore, do not obtain it; but as the country grows older it is valued more.

L. Harrison.

When things are bluest it is mighty little consolation to think that they might be blacker.

Hot Buckwheat Cakes

With sausage and gravy. Isn't that compensation enough for crawling out of a warm bed on a cold morning?

Blessings on the head of the man who first discovered them—he knew what real breakfast food is.

Good old fashioned buckwheat flour is again coming to the front and the breakfast food fad is dying—for the winter, anyway. This is the time of year when the average man prefers good hot buckwheat cakes.

There's nothing like them for making a man feel warm, comfortable and well fed on a cold morning.

We have the buckwheat.

It has the real, genuine buckwheat flavor. It makes rich, brown cakes—not the white livered, pale, pasty things which never saw real buckwheat, but the brown colored, luscious kind that mother made when we were boys.

We put it up in 5, 10, 12½ and 25 pound sacks so you can easily hand out any quantity a customer wants.

It sells like "hot cakes" and now is the time to push your buckwheat sales. You have no idea how much you can sell if you put a little ginger into your selling campaign.

Let us have an order NOW.

Valley City Milling Co.
Grand Rapids, Mich.

BORROWED BRAINS.

They Are No Aid To a Man in the End.

A London paper tells of a young man at Birmingham who has recently been discharged from an important official position because it was discovered that he had secured first place in the examination by a peculiar fraud. He had been coached by what was curiously called a "brain syndicate," and he only succeeded in obtaining a second class position at the preliminary trial; then, when the final examination was reached, the syndicate, according to their agreement, sent a substitute to sit in the young man's place. Thus it was that his name figured at the top when the results were published.

And this kind of thing appears to be taking place more frequently than is generally known, and has been going on for some years past. So far back as 1899 there occurred a similar case to the foregoing, wherein a young man, who was not only dull witted but illiterate, obtained a position of much importance and trust with a large firm through the brain work of another; but when he entered upon his duties it was discovered he was utterly unfitted for the post, and it was at once felt by his employers that a grave mistake had somehow been made, and ultimately, after he had been removed, and given a humbler position needing less ability, the truth leaked out that a great deception had been made upon the examiners who had reported

upon the merits of the candidates qualifying for the post. A double had gone through the examination and carried off the honors of first place, which had won for the dullard the coveted situation, for which he had turned out so unsuitable.

Another case of more recent occurrence was that of a young woman obtaining a lucrative position, which needed considerable clerical ability; and she secured it, so it was supposed, with the highest possible honors, the girl being far and away above all the other competitors. But when it came to the performance of the duties it was quickly noticed that she fell far behind what was expected and required of her, after such a searching test of her abilities, and it created much surprise. And she, knowing how unequal she was to the task which she had to perform, became worried, and at last confessed that she had obtained the berth by proxy—the examining tests had all been borne by another. A female friend of great ability had not only worked out the written answers to the qualifying papers, but had actually sat at the examiner's table for her for the final trials.

Then, again, these methods of mental help have found their way into school, when the old fashioned "cribbing" has not proved sufficient for the lazy boy, and by this means he has obtained a certificate for competency after various high grade examinations to which he was in no wise entitled.

I have just been informed of a

case where a lad sat two years through a certain course of study and failed each time. The parents almost despaired at his backwardness, but later he came out on top, to the surprise of all who knew him. Some time after it was proved that the work put in was not his; not a single bit of it had he done. It had all been accomplished by a substitute.

But aids to a weak brain are much more prevalent in America just now than in any other country in the world. Here mental helps of various kinds abound. Almost any examination can be sustained for you by another. Mental institutions publicly profess to be able, and do offer, to help you into prominence and wealth; so that the dullest and laziest need not despair. It only needs a little cash to make the first payment and your fame is won for you.

In its way the idea is excellent, from the point of view of the candidate; but it is unfortunate that the brain syndicate can not endow its clients with intellect to sustain the positions which they fraudulently gain.

John A. Howland.

Taking Bumps.

You can't knock sense into some people's pate with a baseball bat. After you have given them a good straight crack they will spend all their time discussing the way the message has been delivered and imputing motives to the person who has delivered it. When you get a good straight tap on the head don't stand rubbing the spot and finding

fault with the fellow that hit you. Ask yourself what it means and what business you had standing there when you got it. In every riot it is the fools who stand and look on who get done up by the policemen's clubs. Get out of the way of sinners and then judgments will not fall on you. Instead of criticising Solomon and sneering at his philosophy quit some of those things that he hits. Every time you find a man who is sore on the question of what some one says about his wickedness you have a rascal or a fool—in the one case a fellow who will not quit his villainy, in the other one who will not forsake the company of those who make light of evil. Remember this: "A reproof entereth more into a wise man than a hundred stripes into a fool." How do you take your bumps? Do you quit the evil thing or hate those who are interested enough to rebuke you?

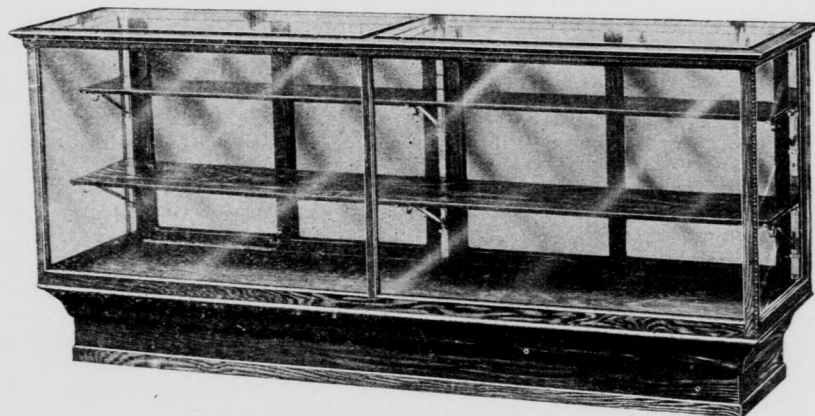
Any bright man can sell most things. To sell shoes successfully requires more than average brightness. It takes that plus the qualities of perseverance and often, too, of diplomacy.

Never attempt to substitute something else for what a customer asks for, unless you are sure he will be better suited. Give him what he wants and you will make a friend of him.

Because a woman has kittenish ways is no sure proof that she is a cat.

You can get High-Grade Show Cases Promptly

We have our Stock Cases in any length in stock ready for immediate shipment



Our
Leading
Pattern

Shipped
Knocked
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Write for catalogue and prices.

Now is the time for Special Offers. Write us your wants to-day.

GRAND RAPIDS FIXTURES CO., 144 South Ionia St., Grand Rapids, Mich.

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

EVEN UNTO DEATH.

Woman Who Remained Steadfast To the End.

Written for the Tradesman.

There are in Manton all told nine hundred souls. It is a community which thinks very kindly of itself and considers it a commendable fact that for the last generation or two the population has remained in the close vicinity of nine hundred. This nine hundred in regard to sex is very nearly equally divided and another feature which is peculiarly Manton-*esque* is that while all of them are interested in the domestic affairs of Mr. and Mrs. Thomas Maybury, the man side of the community gives its hearty encouragement and good will to "Tom," while his commendable wife is certain of the moral support of her sex in the good town of Manton.

This condition of things is very easily and very satisfactorily explained. Some thirty-five years ago when Tom was about ready to cast his first vote the mature life of the village did not and could not look with approval upon much that Tom Maybury did. He got tired of going to Sunday school too soon. He had differences with the ruling powers at the school house and left before he had learned to read and spell. He grew big too fast and brought to a sudden close an interview he had with his father in the woodshed by seizing that good man by the wrists and holding him immovable until he promised not to try to whip him again. He got into a crowd of fellows of his size and not of his age too soon, and early learned the essential points of high-low-jack-and-the-game and put his knowledge into immediate and constant practice to the great scandal of the Manton church-goers. His mother found visual and nasal proof in his pockets of what was and is sold as "plug." His breath was not always "the breath of the kine" the poet sings about and when the quiet of the very early hours of the morning at Manton were disturbed by the rattling wheels of a rapidly driven buggy, the disturbed sleepers of the village turned upon their pillows with execrations against that Tom Maybury and the parents that "put up with such goings on."

There is no doubt that the young fellow was a bad one, and just at the time when outraged Manton began with lifted eyes and cold shoulders to give Tom Maybury an idea of what they thought of him, what does Mary Shelton one fine June day do but ride over to Clinton with him and come back as his wife. Worse than that she had the impudence to "come out bride" the next Sunday, and what was far worse she looked the indignant villagers in the face with a look on her own which meant "You kindly mind your own business and I'll mind mine."

They did; but it was under protest. The very next sewing society at the parsonage was crowded—an event in its history—and when the one all-absorbing topic of conversation was at its height who should

come in, bland and smiling as a summer morning, but Mrs. Thomas Maybury, Jr., ready with thread and needle, thimble and scissors, to go on with her share of the work in behalf of the heathen.

Her opening sentence as a set-back remains unequalled in sewing-circle history: "You needn't stop talking nor change the subject because I've come in, because I've come over to talk about just that and nothing else. I married Tom for the same reason that each of you married her husband and I love him because he has those manly qualities which a large majority of your husbands haven't. I was born here and brought up here and I know. He, my Tom, is a man clear through. He isn't lazy. He isn't dishonest. He isn't a fool. He loves me and I love him and we are going to show the most of you here in Manton how a man and wife can live together without quarreling. You think I'm taking a great risk. You can't help that and I'm not going to ask you to; but I am going to suggest to you that I am taking the risk not you, and that you won't help matters by constantly talking about it. The end of it all is going to be the best man citizen in Manton and long before ten years are over you're going to see that I am right."

"Long before Tom left the Sunday school I knew what was going on. He was getting hide-bound and rebelled. He wasn't born to drive oxen any more than he was born to go fishing. He broke out in the only way. Take him at his worst and he has done openly what the men here in Manton have done under cover, with a difference: they have never gotten over it and he will; and just as a bit of caution I want to say to you, while I'm here and we are talking about it, if I hear too much about Tom's carrying on I'll set a back fire of some of the things I know about the Manton husbands."

Then that impudent thing began to talk about the prospects of a new organ and did it so successfully that the gossips went home with that idea on their tongues and ever afterwards if some venturesome woman hinted a word about Tom Maybury she was met by a glare and the suggestion that Mary Maybury was married with her eyes wide open and that it would be time enough to talk about her affairs when Tom turned out the good-for-nothing that everybody predicted he was going to be.

Time went by and the people of Manton soon concluded there wasn't to be any "I told you so" about Tom Maybury. He didn't drive oxen, but he could and did trade and the big corner lot in the heart of Manton was soon his and much sooner than "they" expected there was built on it a likely house with "a piazza all round it." Thrift followed everything he touched. He had the best house and the best barn and the best team in the county, and that was saying a good deal. Children were born to them "and they were good children." Tom, Jr., showed signs about the same age Tom, Sr., did of feeling

hide-bound; but his dad took him in hand in season and he was soon cured, although according to the Manton idea "it was scandalous."

Young Tom was hardly turned 16 when he and his father were seen riding off together "on a Sunday afternoon each leaning back and smoking a cigar for all he was worth," and Philander Collins told his mother that when he and a lot of fellers were over at Clinton Tom Maybury wouldn't touch a glass of beer because his father said beer was "low-down," and that when he really wanted something to drink he should help himself to the wine on the sideboard. The result was that with such things at home—"If you'll believe it Tom and Mary both play cards with the children!"—they didn't care about them anywhere else and when the time came the children were married and were in homes of their own, prosperous and happy; and then when they ought to have known better, Manton was shocked to its center to learn that Tom and Mary Maybury were going to be divorced!

That is why Manton was divided, the men standing "pat" for Tom and the women for Mary. To young Tom only would his father open his mouth, and as the story went on, pitiful as it was, the son soon saw that it was going to be a war to the knife and the knife to the handle.

"But, father—"

"No use talking, Tom, I won't. I've given up everything but that, but right there I draw the line. For almost forty-five years I've had my cigar and my cigar I'm going to have in spite of any human being on the face of the earth. So don't say a word to me. I've put my foot down and down it's going to stay."

The son knew and everybody knew that it was going to be that way. So Mary Maybury knew; but, womanlike, she'd see. There was no peace for the wicked and the wicked now included the smoker, and she went at it in the way that experience had taught. When mild means failed she used stronger ones and when finally she settled down to the continual nag, nag it was with a capital N and she announced it was to be that to the finish. Hence the talk of divorce. Hence the opposition of the children and hence the unusual consumption of what Mary called "the woman's enemy;" and hence the fading strength and energy of Tom Maybury, Sr., who, smoking now upon principle, smoked for a little more than he was worth.

Of course it told on him; but he kept determinedly at it. He smoked himself into his easy chair and thence to his bed, and when it was too evident what the end was going to be and that a fast approaching one, young Tom determined to make a final effort to restore harmony and so recovery by a last appeal. Armed by the physician's verdict, that unless there was an immediate change the end could not be far off, he entered the sick man's chamber, his mother listening at the chamber door ajar. "Now, father—"

"Stop right where you are, Tom. My mind's made up. I'm going to smoke and if I can't do it in peace here, the sooner I get where I can the better!"

It was a solemn moment. Tom, Jr., felt that he was standing in the presence of death; but for all that he laughed. Not so the listening Mary. Eternity—and that particular place in it—and her smoking Tom shocked and appalled her. Like a flash she flew to Tom's den, took from his choice box one of the "delights" she found there, had young Tom light it and then with her own hands put it into her husband's mouth. A look of ineffable peace came into his face and stayed there. Young Tom stole quietly away and left the old lovers together, and to-day, five years after, as I look out of my window the two are enjoying the Indian summer afternoon on their piazza, Tom smoking with all his might.

Richard Malcolm Strong.

The Philosophy of Work.

There is a growing tendency manifested in various ways to regard work merely a means of reaching a state of idleness. The prevailing mental attitude seems to be that the only standard of success is riches, and that the only way to attain happiness is with the least possible exertion to become a man of leisure, and to be able to dawdle through life with nothing to do. It requires but little examination of the real basis of happiness, or knowledge of human nature and the conditions under which we are placed where we are, to show the falseness of this position.

Man is constituted an active being, seeking expression of his character and tastes, and, if he would continue to exist and progress must labor. His highest dignity lies in honest and faithful labor, and through it alone can he find scope for the exercise of his best faculties or for the adequate expression of his individuality. When we linger in admiration before a great work of art it is not so much for what is represented as because we recognize that the artist has put into it something of himself, showing us how some one who sees better than we has looked at something, and the loving, careful, painstaking toil he has bestowed in representing it. Nowhere does character come out more unmistakably than in the daily task, it matters not how trivial it may seem, and from no other source does there come so genuine satisfaction as from the consciousness of work well and thoroughly done. It matters not whether it is the painting of a picture, the preparation of a law case, the keeping of a set of books, the making of a pair of shoes or the cooking of a dinner. Whoever does it in the best way, with love for his work and honest devotion to it, will get the best results and find his reward in it.

Yes, this is the real reason why some men get drunk—Eve offered Adam an apple in the Garden of Eden!

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You can go away for a week or a month, have the detail-strip of the register sent you, and know how business is running.

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Our Multiple-Drawer Register does away with the necessity for a bookkeeper's services. It enables you to complete your bookkeeping before the customer leaves the store; to keep your accounts posted not merely to the day, but to the minute. Let us explain how it is done.

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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.

MICHIGAN TRADESMAN.

_____ Name

_____ Address

_____ No. Clerks

LOOKING BACKWARD.

Boy's First Journey Into the Great
Wide World.
Chapter VI.

Social diversions other than being a boarder in the home of my boss were open to me at Omaha during the merry winter season. I was a popular young fellow in my set; so one Saturday night I cut out the keg and shop stories to be among those present at a Polish wedding. Up to that time I never had witnessed a marriage ceremony, but was more or less familiar with some of the dire results.

Murder, failure to provide, suicide, and alimony, I knew, often followed the golden chime of the wedding bell; but that was the fault of the newspapers. They had no Advice to Lovers, no department of Health Stunts for Girls and How to Manage Husbands in those uncouth days. The high contending parties knew little of each other's moods and temperaments, and so rushed blindly into compacts productive of much woe. Thanks to the benign ideas of modern journals and the industry of their matrimonial dope compilers, we seldom hear of troubles in that line. All hands now live happily ever after.

The gentleman who took the count in this instance was an honored member of our staff in the foundry, and the only Pole in the bunch. With keen insight into social requirements of his set, Mr. Blevitsky arranged his nuptials for Saturday night. This is an open date in the workaday world, leaving guests the whole of next day to sleep off the effects of weddings and other functions.

Mr. Blevitsky was a nice but unhealthy looking young man. He had a nose like a window awning and no chin to speak of. For days prior to the ceremony, and while toiling in the shop, he did nothing but laugh. What it was about I never did learn. No doubt Mr. Blevitsky knew his part. It behooved any man in his position to lay up laughs against a time when this form of diversion becomes naught but a melancholy memory.

My unfortunate shopmate perpetrated his wedding in a saloon in the Polish settlement. There was nothing to distinguish the saloon from places of similar resort which are built by the mile and sawed off in sections to suit the needs of publicans, grocers, shoe dealers, and haberdashers in new towns. Mr. Blevitsky chartered the place for a long term of hours and installed a band consisting of two cornets and one slide trombone. The happy man had served one wedding breakfast, dinner, and supper, and had set out the sausage and ice cream for another breakfast Sunday morning when the police felt obliged to be among those present.

The nuptial feast raged all day Saturday and had several laps to go when I butted in at 10 o'clock that night. Yellow lights blinked dimly in the foggy atmosphere, and the bridegroom's special band was tooting away on an independent scale.

Everything in the saloon was free by courtesy of Mr. Blevitsky. Large numbers of married men were there, accompanied by their invalids, and scores of little children played among the sawdust and cigar butts on the floor. There were young people, too, but I didn't know any Poles or Polish. However, Mr. Blevitsky pressed me to his white waistcoat and treated me to a bottle of pink pop in the presence of the multitude, which put me in right with the elite. The bridegroom was quite drunk and bleary, yet affable withal.

His bride was a small, swart maiden, with a little face and big hair, and she had on all the clothes she owned—a habit they acquire coming over in the steerage. When Mr. Blevitsky formally presented me the bride arose, made a weary bow, and sank limply into her seat. Mr. Blevitsky beamed with love, beer and tenderness. Placing one arm around my neck, he drew me aside and told me about the bride in accents that left no doubt of his absorbing passion.

She was tired, he said. According to her wont, and against his express order, she had gone out at 5 o'clock that morning with a gunny sack to pick up coal on the railroad track. But what could a man do? She had come back with more than a bushel, and they were married at 10 o'clock. Moreover, he had secretly inspected the coal, and there wasn't a single clinker among it. In a further burst of sloppy confidence, Mr. Blevitsky opined his wife was a jewel—a woman of whom any man might be proud.

Everybody danced, after a fashion, and then sidestepped to the bar the minute the band gave out. Mr. Blevitsky superintended the whole business, and sopped up most of the loose liquid on the counter with the sleeves of his wedding trousseau. He was the life of the party. For mine, I rubbered and soaked up impressions that cling to me still.

Along toward midnight I became absorbed in a bean colored young woman—to her own notion the happiest one in all the glad throng. She sat midway at one side of the hall opposite the bar, wearing that expression of proud and defiant agony seen in pictures of Christian martyrs burned at the stake. Her symptoms had puzzled me for an hour or so when it dawned that she was the woman with the High Insteps. Like a statue she posed—her slippered feet thrust forward so as to star the insteps. The tension in her limbs necessary to arch the feet was so great I could see the muscles bulging under the ball dress, and the loose hair about her temples was submerged in moisture. Many a man has stumbled over the high instep to his everlasting sorrow, but instead of falling in love with the maiden, I yearned to hand her a couple of swift kicks on the ankles.

Nature and cramps at length called a halt in this exhibition of maidenly charms. The high instep woman keeled over in a faint, and the en-



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General Offices, Boston, Mass.

Detroit Office, 220 Woodward Ave.

tire assemblage of Poles, big and little, talked at the same time. In the confusion incident to this divertisement a furtive Swede, unbidden to the feast, drew from beneath his chair an immense accordion and started to drag therefrom a dismal tune. Somebody threw a cream puff which hit the Swede in the eye. The pastry stuck just long enough for me to observe how much the Swede looked like a watch repairer at work; then hostilities became general and a fusillade of food and furniture put the pacificoes to flight.

There wasn't much furniture available for long range fighting, so the combatants drew on the larder. The three Polish musicians and the Swede mixed it hand to hand with their instruments, and the guests hurling victuals toward this common center soon involved the whole company. Mr. Blevitsky, with a boiled ham in each hand, battled nobly for a cause shrouded in some doubt. It was time for trouble, and solely on that account the bridegroom sailed in and did the best he could.

When the lights were all knocked out the fighting shifted to the sidewalk and was still raging when the police got there and cracked a lot of skulls. The Swede escaped and the Polish orchestra was among those locked up. It is ever thus. The man who butts in and makes trouble for others manages to slip out unhurt. Still, Mr. Blevitsky's wedding was a huge and unqualified success. They took nine stitches in his scalp. And the lady with the High Insteps never knew she had put her feet in it, so to speak.

Early next morning, impelled by that morbid curiosity ever dominant in the student of human moods and passions, I strolled past the scene of the late nuptial disaster. There wasn't much doing, yet I felt repaid by a glimpse of the saloon proprietor wrestling with the aftermath. Mounted on a stepladder and armed with a putty knife, he was scraping lemon meringue pie, layer cake, and cheese from the building front, meanwhile discoursing to himself in quaint Polish accents.

It may be fitting to observe here that while social gayeties epidemic in Omaha at that time were not so recherche as similar affairs at Newport and on Fifth avenue, they were not without interest to the police. At one they batter heads, at the other the cops repel souvenir seekers who would rip the garments off the bride or bite chunks from the iron railings in front of the church.

The only place a fellow can get wedded without police surveillance is in one of those spots untouched by the blight of civilization. Be he a millionaire or mutt, this getting married is a dangerous operation, which should only be attempted as a last extremity when ill or out of work. In time I may lose my number and decide to pay some good woman a salary to make trouble for me, but that possibility is too remote to worry about.

After the wedding I applied myself

to molding with renewed industry. One of my first plays was to pick out a preceptor—a sedate and finished mechanic of mature years, whose mode a youngster might copy and thus become perfect. Mr. Spruce, champion all around sand pounder, the man who made the large fly-wheels and dry sand cylinders, filled the bill to my notion, and I copied him. In two months I was a second edition of this Royal Arch molder in mechanical grace, style and execution. I even spat like Mr. Spruce.

Anything he did I did and felt I couldn't go wrong. Mr. Spruce saw he had scored a touchdown back of goal with a lobster, and the knowledge pleased him, for he hypnotized me with tales about an engine bed plate he once cast in Sacramento that weighed sixty-four tons. Helpers hoisted him in and out of the sand mold with a derrick for a couple of weeks, he said, and when the plate was cast they had to tear the shop down to get it outside.

That job placed him in the front row of the peach class, and I begged Mr. Spruce for his photograph. What Henry Irving is to the stage butler this master molder was to me, and I fairly worshiped the sand he handled.

One evening after work Mr. Spruce, being a fatherly man with a good heart and kindly impulses, asked me to his home to supper. As we left the shop on the outskirts of the town a freight train came along. We climbed to the top and rode half a mile or so to the place where Mr. Spruce got off. Instead of descending the iron ladder and swinging to the ground after the manner of brakemen, he moved that we spring to the roof of a lonely box car standing on a parallel track and descend at leisure. I said, "All right," and he led the way.

Anybody but a lobster in the can knows a brisk run on leaping from a moving train is necessary to maintain a dignified equilibrium, but I was in the clutch of a master mind. Two seconds after Mr. Spruce hit the roof of the stationary car he was due to jump off at the far end, going full speed. He arrived on schedule time and so did I, one lap behind. The fall on the frozen ties below telescoped Mr. Spruce's spinal column, and I broke my own nose and three of his ribs plunging down on top of him.

Thus did an iconoclastic box car, painted red, shatter my first and only idol. Mr. Spruce went to the hospital, and when my nose subsided so I could see around it I pulled my freight for the warm belt in Dixie. We never met again. Since then I have traveled on the inside, outside and underneath box cars without a chaperon, and never got hurt. This mention is made not as a proud boast but as part of a mottled career.

Charles Dryden.

A little sympathy that gets into our feet is worth a whole lot of sorrow that never soaks deeper than our feelings.



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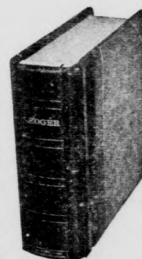
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Women Close and Stingy Only in Money Matters.

Written for the Tradesman.
An English paper has recently been devoting much space to a discussion of the question whether woman is stingy or not, and, unfortunately, the general consensus of opinion seems to be that whatever her other and manifest virtues when it comes to money matters she is decidedly close and mean. Various things were brought forth in support of this theory—woman's passion for the bargain counter, her inability to buy anything without first trying to beat down the price, the adamant and unshakable attitude she takes towards the giving of tips, and so on.

Every woman who reads this will feel like entering a vigorous protest against such an unjust accusation, and will deny the charge in toto. We are not stingy, and if, as a sex, we are less free with our money and more given to a cheeseparing policy than men it is for the very sufficient reason that we have less money to spend. Man, as a general thing, is the money earner. He carries the pocketbook and may do as he pleases with his own, without giving an account to anyone. Woman seldom has any money of which she has absolute control. What is given her for housekeeping, for clothes and necessary expenses is the very least with which the desired and expected results can be accomplished, and she must needs look well to every cent and see that she gets the worth of her money. It is this necessity that makes her the victim of the bargain counter, and the trading stamp, and the fakirs who sell make-believe goods, where you get something for nothing. She has literally nothing to "blow in" on things that are a mere gratification of the moment.

As a matter of fact women are not expected to spend much on purely personal indulgences, and so it seems doubly hard for them to be accused of stinginess. A man thinks nothing of ordering a lunch that will cost a dollar or two. His wife may be just as hungry, and would enjoy it just as much as he does, but she hesitates before she treats herself to a glass of 5-cent soda. No intelligent female stomach hankers for cream puffs and pie, as so many seem to suppose. Women simply order them because they are satisfying and cheap, and that not because of stinginess, but because it was all they felt they could afford. If any woman spent as much money on the gratification of a purely individual taste as a man does on cigars she would be held up as a warning to young men about to commit matrimony. Nobody would speak of her as a liberal woman. They would say she was recklessly, ruinously extravagant.

It can not be denied that men and women look at money from different

points of view, and that men do spend more freely than women. Take the matter of treating, for instance. A man feels that he must treat his friends, and set up the drinks, or the cigars, even though he is behind in his rent and owes the butcher, and banker, and candlestick maker. He must do it to maintain his character of liberality, and so it often happens that he is generous before he is just or honest. He will give although he will never pay. A woman reverses the process. She will pay, even if she never gives. Colonel Bluster always heads the published subscription list of all the Booriboola Gha charities in town; he is a liberal man and he throws a \$5 bill down on the bar and invites all the loafers present to come up and take a drink; he contributes to the campaign fund, and spends money like water to elect his candidate from the 'Steenth Ward, even if his family have to go on short rations, and pinch and pinch to pay for it. Mrs. Colonel Bluster is accounted a close woman. She takes no stock in any such liberality. An unpaid bill is to her like a nightmare; Mrs. Jones might go without soda water forever if she waited for her to treat her while Mary needed a new frock or Johnny lacked shoes, and if a candidate's election to office in a woman's club depended on her friends putting up money for it, she would never get into the president's chair in the world.

The truth of the matter is that whether liberality is a crime or a virtue depends altogether on circumstances. How often do we celebrate the generosity of this or that young man. He never asks the price of things, he never neglects to send flowers to his hostess or bonbons to the debutantes, and he insists on paying everybody's way on an excursion. How parsimonious beside him appears his sister, who counts every penny, and washes her handkerchiefs in her room and dries them on the mirror, and who lets her friend pay her own street car fare! But then some day we hear that in his expansive way of doing things the open-hearted young man has embraced the contents of his employer's cash drawer, and is a fugitive from justice, and then we wonder if there are not times when honesty is as good as liberality.

When it comes to real generosity—the generosity that means self-denial and self-sacrifice—the very finest flower of it may be found among women. A woman may insist on having the worth of her money, she may refuse to treat or pay the way of those who are perfectly able to pay for themselves, but when it comes to a question of real want her hand is the first and quickest to give. It is the mites that women save by scrimping here and pinching there that build the churches and sustain the charities and send missionaries to the heathen.

Among the women against whom this charge is oftenest brought up is the woman who keeps a boarding house. Mrs. Slimdiet's stinginess has

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been the subject of the cheap wits for generations, who have rung the changes on ancient butter and the centipede legs of the boarding house chicken ad nauseam. We have seen her pathetic striving held up to ridicule, her economies made mean and sordid, but no one has said anything about the other side of the question—of the hundreds and hundreds of times when she has given shelter and home to poor girls out of work, and of the weeks and months she has let a board bill run along for some young fellow who has lost a job, and who but for her would have neither food nor shelter. No one whose fate has not taken them among such people has any idea of the extent of the generosity—the generosity that does not even meet the poor reward of a thank—that such women bestow. It is given out of poverty, and hard work, and bitter striving and one girl so kept off of the street, one man saved from tramping or desperation is more real generosity and worth more than a line of colleges and charitable institutions built from here to the Canadian line.

Behind the apparent stinginess of many a woman lies a pathetic little story that the world never knows. Sometimes she is a well-to-do woman, who is cloaking her husband's miserliness to her. Sometimes we see her niggardly, and the servants tell us tales of pinching and scrimping, and we can not know that she is heroically standing, like a lonely and deserted sentinel, over wretched and ruined fortunes, trying to keep up appearances until the girls are married or the boys in business. It is to his mother's so-called stinginess that many a poor boy owes his college education, and his career in life. His father had not the courage not to be liberal, because he could not afford it. He must belong to lodges and pay his part for expensive floral designs when Pat Doolan died, and contribute to the band when some idiot suggested presenting a medal to the leader. He was esteemed the soul of generosity, and the neighborhood pitied him for having a stingy wife. "They do say she can make five pies out of three blackberries," they whispered and tittered behind her back. But she went unmoved on her way. She stinted the coffee here and saved on the sugar there, and practiced a thousand heart-breaking economies, but she gave her boy an education and a start in life.

Stingy? No! It is an unfounded charge. Women are careful of money; they are just with it, and when there is need they are liberal. Dorothy Dix.

W. L. Thomp, dealer in dry goods and clothing, Centreville: "The Tradesman is worth three times its price, especially in its helpfulness to the salespeople alone."

What is the good of telling the whole truth when only half of it is pleasant?

Some of the cleverest men are absent-minded.

Enthusiasm As An Asset.

It has become trite to say that perseverance, thrift, care for details and a score of other attributes are the chief factors in making a success of life. Men who possess several or all of these contributory factors often fall short of achieving what the world calls success, because they lack the mainspring to action—enthusiasm.

The boy who becomes the leader of his classmates at school and on the playground is the one who suggests a game or some sport, and then goes at it with heart and soul. When he graduates and starts out in life that lad wins the recognition of his employers by going about his work as if he took a personal interest in its accomplishment.

There comes to mind the case of a country boy who came to New York "to make his fortune." He was one of the enthusiastic type of beings. His first attempts to find employment were unsuccessful. In appearance he was uncouth, and business men thought that under the rough covering the lad himself was of no better quality. After several days' fruitless search he found a typewriter concern that wanted a boy to deliver machines in the city. He was big and strong for his age and met the requirements. Three days after he had started to work there was a complaint made against him by the other delivery boys. They declared that he worked too fast, that they could not keep up with him. The truth of the matter was that when he had anything to do he did it promptly and with the evident desire to get it out of the way so as to turn to some other work. For fifteen years he has kept his mind on work during business hours and now, a man of thirty, he is entrusted with one of the departments in the concern with which he started as an errand boy.

So in any advice that can be given to young men who have their fortunes to make it is safe to include enthusiasm as a valuable asset. There is no royal road to success except that of persistent labor. This being the fact, every boy and man should ask himself this question: Who among the world's workers achieve success that raises them above the ordinary men of their time? Upon reading the life history of men of eminence it will be found that, while they may not have done more work than others, or in instances work of a lesser degree of merit, whatever they undertook was accomplished with a light heart; or, as Kipling states it, they worked "for the joy of the working."

Retains His Intelligence.

He—Believe me, that dog of mine is a very intelligent animal.

She—Oh, then you haven't owned him very long?

Come, let us draw down the shades and keep the sunshine out, so the furniture will make a brave showing at our funerals.

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

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MAKES AS WELL AS MARS.

Matrimony Not a Cure for All Human Ills.

Once again has autumn brought around the eternally interesting topic, which, first under the title "Is Marriage a Failure?" then under various other headings, and now that of "The Marriage Handicap," has revealed a large number of prejudicial opinions upon the relation of the sexes rather than any serious and sane discussion of the question first raised.

There runs through a great deal of the present day discussion a vein of firm belief that absolute and perfect happiness is possible in this world to all of us, and that by their plunge into marriage the writers have missed it.

But is this belief borne out by common experience? Are all the bachelors happy and all the benedicts miserable? Would the weak kneed men who bewail their wives' extravagance, or the dismal women who take the world into their confidence about the selfishness of their husbands, have been happier in the single than in the married state?

It may be permitted to doubt it. A little backbone is as necessary to the unmarried as to the married, and the men and women who, married, whimper over the expense of a family would have whimpered, single, over the extortions of the bookmaker and the bonnet maker, who would have been the most likely people to profit by their spare cash.

Not that one can deny the hardships, the risks, attendant upon marriage, or the fact that an unhappy marriage may be the ruin of a life. Of such cases undoubtedly the worst is that of a man with a drunken wife, and with a family of children whose mother she is. One first's thought, in such a case, is that the law should step in to his assistance; but I believe it would almost always be found that the husband, in those cases where he is himself blameless and deserving of all sympathy, would suffer any misery rather than expose this domestic shame, or suffer the woman who bears his name to sink any lower.

Fortunately, in these extreme cases, the disease usually ends by proving its own remedy; but I own, with sorrow, that I have known two cases in which the wife's vice did not kill her

until it had broken the heart and hastened the death of a husband of whom she was utterly unworthy.

But the tragedies of marriage are not more frequent than the tragedies of every other human institution, of every human career. Matrimony is not, as some of the scribbling bachelors seem to think, an overadvertised patent medicine for the cure for all human ills. In the ordinary individual it doubles the cares of life, while it doubles its satisfactions; it gives one more to think about, but more to enjoy. You are an unlucky husband if your wife does not feel your successes and failures more keenly, more passionately, than you do yourself, while if you have children you may find life a hard struggle as their limbs grow longer and their needs larger, but, on the other hand, you are a poor creature if you ever grow old. For the youth of your children is your youth; it spreads from them like a contagion; the young hopes, the young ambitions round you will stay the withering hand of old age like a charm.

On the other hand, it is a great mistake to take it for granted that all men and women are fit subjects for matrimony. It would not be for the benefit of the race that all women

should find husbands, or that all men should find wives. So far from encouraging either sex to rush headlong into matrimony, I would say: Do not marry until marriage is inevitable. If you can not make up your mind, if you feel doubt or difficulty, remain unwed. The inevitable marriage is seldom a mistake, and if it is you have the satisfaction of knowing that there was no help for it.

If the bachelor feels that marriage is a handicap, that he can get on better without it, why should he not enjoy his freedom unmolested? I can not see why there should be such a rage for forcing him into bonds which he wants to escape. For, no matter how loudly some bachelors may cry that they are pursued, that they are haunted, that they can not find rest for the clamors of those who wish to force them into matrimony, the fact remains that their abstention from marriage will not mean the extinction of the race, nor will it even mean its deterioration.

With all the counter attractions of absolute freedom on the one hand, and of temporary ties on the other, to draw them away from the matrimonial net, it is certain that most of them end by falling into it, and by

getting on comfortably in their captivity.

Full well have we thrashed out this perennial subject, and amply have we poured out our views, our prejudices, our experiences into the common ear. But have we done with it yet?

Not a bit of it. Politics grow stale from generation to generation; science undergoes a complete transformation every decade or so; even religion changes its aspect in an astonishing way.

But from century to century men remain men, and women women, and the children come, and bring with them the opening of a new world every time. And so, just as surely as the leaves turn red and brown next autumn, the topic, the eternal topic of marriage, will bob up again; there will be nothing new for us to say, nothing unwritten for us to write. But we shall write it all over again, and, either contemptuously or sympathetically, we shall read it, too.

Florence Warden.

Destiny laughs at the man who despises a dimple—seeing his finish. That he is making straight for the arms of some female suffragist.

Truly she is a stupid woman who would not swap wisdom for a dimple.

YOU CAN'T FOOL A BEE



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

Karo

CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.

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Guaranteed to comply with the Pure Food Laws.

THE DEATH PENALTY.

Some Reasons Why It Should Be Abolished.

Society is improving; the world is growing better. More humanity is creeping in. But anthropology, or rather social science, has not passed its elemental stage.

A tooth for a tooth, an eye for an eye, and a life for a life, has been long placed among the relics of barbarism—excepting the phrase, a life for a life. If the former clause is of this among the first of criminal laws are void, then the enquiring mind may reasonably ask: Why not also do away with the death penalty for those who murder?

The ancients punished inanimate objects for injury to man; an ax cutting a chopper was thrown beyond the boundary of the province. The horse injuring a person was tried by jury and, when found guilty, the animal was killed or confiscated to the state. In bygone ages the captured murderer was surrendered to relatives or friends of the deceased to kill, torture or release, as they liked. In our day, witnesses other than relatives or friends of the deceased seem reluctant to testify when conviction in the trial carries the death penalty. Of course, exception exists when public conscience has long been aroused and public indignation has reached a high pitch, as in the case of the many murders committed by union men in Colorado a few months ago. Albeit there is an untoward acceptance of the allegation that severity of punishment fails to restrain others from the commission of similar crimes. The states providing life imprisonment have not more murders than other states carrying the death penalty.

Less than 100 years ago the human race had about 100 different offenses which were punishable by death. This number has decreased to possibly three, or less, in civilized countries. Treason does not usually bring death as its punishment except when the nation is actually engaged in war.

Everywhere it is growing more difficult to get a jury that will recommend the death penalty. A new law in one of the Northeastern States provides that each jurymen must sign a special clause to be added to their verdict, recommending the death penalty, otherwise the punishment can be no worse than life imprisonment. New York and two or three other states have substituted the electric chair for the time honored gallows. This is a step towards the abolition of the death penalty from our criminal codes. As the extreme penalty for murder China chops the head off; Russia exiles to Siberia; Germany uses both the ax and the guillotine; France guillotines; England hangs; the United States imposes sentences from life imprisonment to electrocution and hanging.

With the reduction of capital crimes has grown a further limitation to publicity at executions. Not long ago all executions were public as a lesson to deter others from crime, but may not the reverse be the effect in truth? Not a few countries and states so iso-

late the condemned from the outside world that it becomes impossible for the condemned to heroize himself, and the public learns nothing of the scenes at his execution.

If the wardens of penitentiaries and the sheriffs of jails were permitted to frame a new international criminal law there would be lacking all provisions for the death penalty. Prison officials and students of penology tell us that the murderers are the most trustworthy and reliable of prisoners.

Life imprisonment, we have been told by prison officials, is worse than death, the murderer confined and seeing as the years go by prisoners come to places behind bars, and seeing others as constantly going out to freedom. Life imprisonment is safest for the state and for the convicted, with prison work to help in the support of the unfortunates of society in the world outside. Abolish the death penalty and lynching will abolish itself.

The world persists in getting at the wrong end of things, especially of social evils. The horse always gets out before the world fixes its barn door. It is queer that the world is taking so much time just now on the subject of divorce; it ought to turn its attention to marriage. Right employment in business, adaptability in marriage, and correct environment—these are elements at the foundation of an ideal society.

We persist in charging our forefathers with inhumanity and barbarism when they inflicted the death penalty for about 100 different crimes. May not our posterity a hundred years hence call us inhuman and barbarous for punishing murder by death?
Elmer E. Rogers.

No man is so suspicious as he who has been often in love.

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HAND SAPOLIO

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.



Most Effective Method of Window Trimming.

Shelves against the sides of the show window are desirable, since they add nearly 50 per cent. to the display space. Have them of glass, six inches wide and about one foot apart. They are excellent for the display of babies' footwear—which always looks out of place on the floor of the window—and for slippers. Some shoe dealers use these shelves exclusive for their findings. Shoe trees, paste, polish, rubber heels, etc., which invariably destroy the harmony of a display on the window floor, appear to splendid advantage on the shelves. Those in boxes can be arranged in pyramids and turret effects that will add considerably to the attractiveness of the window.

A good plan is to vary the dressing. In one trim give the shelves exclusively to shoe trees; in another to bedroom slippers; another to polishes; another to heel cushions; another to rubber heels, etc. It is a fact that the public is more impressed with a display of one commodity than with a jumble of twenty-five or thirty. Experienced window trimmers are well aware of this and that is why the modern department store window exhibits the merchandise of one department, and not the products of several, as was the case twenty and thirty years ago. Shoe dealers should take a lesson from this. The old style retailer who has two windows piles a heterogeneous display of men's, women's and children's goods into both, with the nooks and corners filled in with findings, and imagines that he has done well in showing the public a sample or two of every item of stock he carries. As a matter of fact his windows are unattractive because there is too much in them. The pedestrian scans the variety and fails to be impressed with any one thing.

A wiser arrangement would be to devote one of the two windows to special displays. The first week try men's goods exclusively. As a result every man and woman who looks into the window will be impressed with the fact that you carry certain nobby styles of men's shoes at very reasonable prices. The next week display women's footwear in that window exclusively, and the third week children's. The effect will be a hundred per cent. better than the old method of exhibiting all together, and it will show in the sales. On the fourth week give the window over to findings, arranged in the most artistic manner you can invent, and see if the sales of these articles do not receive an impetus.

The above suggestions are intended for dealers possessing two show windows. When men's goods appear in the special window, women's and

children's will occupy the other, etc., but the arrangement has to be modified where there is but one window. In this case it is advisable to raise the back floor of the window by a low step or terrace, using the two sections as though they were separate windows. Then carry out the above program as follows: Make your special display of men's goods in the front section, the first week, with the women's and children's footwear on the raised floor in the rear. The week after put a strong display of women's shoes in front, relegating the men's to the rear, and thus working out the plan as though you possessed two windows instead of one.

Unless you have a fashionable shop, with a fashionable class of patrons, never make the mistake of putting shoes in the window that are not ticketed with their price. Many a man has turned away from the show window because he feared the price of a shoe he admired was more than he could afford to pay. And he was backward about going inside and learning what the price was.

Of course, if all your styles are one price a prominent card in the window announcing that fact is sufficient. In fact, it is an improvement on having every shoe ticketed.

One of the new ideas of the season is to stamp fancy initials on the heavy soles of men's footwear. The initial indicates the occupation of the wearer. Thus an "M" is stamped on motormen's shoes; "M. C." on mail carriers; "C." on conductors; "P." on policemen's, etc. Oddly enough, the shoes are becoming popular with this class of trade, the heavy, metallic monogram on the sole giving an appearance of strength to the shoe and pleasing the prospective wearer. A Brooklyn, N. Y., shoe dealer is pushing the fad for all it is worth, alternating his sales of policemen's and motormen's boots. When the former are advertised in the morning papers he places a large card reading "Police Shoes" in the center of his window, and surrounds it with a display of the footwear, adjusting the majority of the shoes so that the initial on the sole will be visible. On other days he features his motormen's boots in like manner. The police shoes are being purchased by many who have no connection with the "force," which fact will puzzle amateur detectives this winter, who will endeavor to ascertain a man's occupation by examining his footprints.

"Winter Tans Will Be as Popular as Summer Tans" is the announcement on a window card in a Boston shoe store. The statement is an exaggeration, as all shoe men know; nevertheless it shows that a strong effort is being made to make winter tans popular. The leather in these shoes is far superior to that in the summer goods. It is non-porous, and therefore proof against water. Many of the winter tans are splendid high cuts, extending well over the ankle, and these stormy weather shoes range in price from \$3.50 to \$12 per pair. They are popular with

men who will not bother with rubber footwear.

Enterprising shoe dealers are quick to catch any fad or folly of the passing season and utilize it as an advertisement for their business. A Washington, D. C., retailer is making use of chrysanthemums. In the center of his window is a beautiful cut-glass flower stand in which he keeps eight or ten magnificent ball-like 'mums. The flowers make the most attractive kind of a centerpiece, contrasting in pleasing fashion with the surrounding display of shoes and with the hardwood floor and walls of the window. They are rented from a neighboring florist at small expense, fresh ones being supplied every morning.

Another retailer in the same city keeps a jar of the flowers on his findings case, presenting a bloom to every female customer.

A shoe dealer located in a college town in Pennsylvania, where there is bitter football rivalry between two institutions of learning, is making capital out of the situation. Recently he delighted the students of both schools by dressing his show windows with their colors. One window was resplendent with the red and white of one institution, while the other was heavily festooned with the favorite red and black of the second school. Prominent in each display were fifty small pennants, admirably adapted for waving from a grand stand on a football field. These red-and-black and red-and-white flags were new in the town and, in fact,

Bob the Blacksmith



Bob the blacksmith is hearty and hale,
Makes shoes for horses that never fail,
Wears shoes that are shoes upon his feet,
That don't set him crazy on account of
the heat.
They are made by a firm who calls them
HARD-PAN
And they are never bunched with the
"Also Ran."

Dealers who handle our line say
we make them more money than
other manufacturers.

Write us for reasons why.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

5 and 5 Per Cent.

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

As we are now State Agents for the Celebrated

Hood Rubbers

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

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

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

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

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

were made by a flag maker by order of the shoe dealer. When the displays first appeared students of both colleges besieged the retailer asking him to put a price on the pennants, which they wished to carry to the annual football contest between the two schools that was to occur a week later. But the shoe dealer replied to all: "Look in the window tomorrow. You will then learn how to obtain one." This card appeared in each window on the following morning:

Carry a Pennant Containing Your Favorite Colors to the Football Game Next Week. Every Purchaser of a Pair of \$3 Shoes Will Be Presented With One.

There is nothing to compare with the enthusiasm of the collegian. Young men and women who had three, four and five pairs of shoes in their wardrobe hastened to the store to obtain one of the coveted trophies. Before the end of the third day the last of the fifty pennants was given out and the shoe dealer's gratification was marred by only one regret—that he had not fifty more.

At this time his daughter, who was a student in one of the schools, gave him a suggestion and he again visited the flag maker. As a result two large banners measuring six feet by three and one-half were made and delivered to the shoe dealer on the day before the big game. He promptly hung them in the rear of each window and that night sent an invitation to the athletic association of each college asking to have a committee sent to his store on the following morning, as he had a presentation to make to them. The boys appeared early in the day, and each college received its flag. These were mounted on poles and carried at the head of the procession of cheering students at the game that afternoon, who did not forget to bring in a cheer for the enterprising shoe dealer. His "college trade" has received a decide impetus.—Shoe Trade Journal.

Fashion That Will Be a Long Time Getting Popular.

The following account of a Baltimore fashion in shoe shining describes a custom that will not become popular in a long time. Ladies who can afford generous tips to darky bootblacks can afford to have their shoes polished elsewhere than on the public street. Put just the gentlest imaginable emphasis on the word "Ladies." Even accepting a free shine in the seclusion of a store is objectionable to a great many ladies—which is, perhaps, a fine thing for the shoe merchant.

She was sitting in a bootblack's chair at the corner of two busy streets, and as the bootblack busied himself polishing up her footwear she took in the landscape with a blase air. There was no doubt that she was attracting a great deal of at-

tention, but it seemed not to make a particle of difference to her.

When both small boots were shining like mirrors and could not possibly be improved upon she stepped from her exalted seat, and, handing the boy 10 cents, walked away up the street, without heeding the curious crowd which was standing on the corner, ostensibly waiting for a car, but really consumed with curiosity over this unusual scene.

"This is the second woman I have seen lately in a bootblack's chair on the street," said one of the men who paused to stare. "I saw another one only yesterday, in another chair, having her boots cleaned, and I thought maybe she was paying off a wager of some sort. If it had been after election I would have been sure she was, but I see now it is only another feminine fad"—and he did not look pleased.

To tell the truth, this thing of sitting in a bootblack's chair in a public street is a new thing for the Baltimore woman, although for a long time she has been having her footwear polished in exactly the same fashion as her brother has his.

The day of the bottle of liquid blacking with its tiny sponge on the end of a long wire has well-nigh gone past. When the bottle is used now it is oftener for freshening up black straw hats which have become dull and dusty than in any other capacity. Every shoe-shop where women's footwear is sold has among its paraphernalia one or more chairs for its feminine customers to use while having their shoes blacked, and one or more colored boys to do this very important work.

These young men use paste blacking and liquid blacking, and brushes and pieces of flannel, and elbow effort (which sounds more decent than elbow grease), and when they get through their labors they are rewarded with a coin of greater or less value.

One colored youth said the other day that women were much more generous than men—though, to be sure, he said, occasionally a woman came in and had her shoes blacked and never gave him a cent; but he admitted that such was an exception. Of course, the boys never blacken the heels of the women's shoes any more than they do those of the men's, but then that is merely one of their pleasing idiosyncrasies.

It is because the shoe-shop inaugurated these chairs for the convenience of their patrons that women first gave up the bottle of blacking which they used themselves, and which was sometimes used as dye and sometimes as ink, as occasion demanded, and there were those old-fashioned folk who thought that it was unpleasantly mannish for the members of the gentler sex to mount a chair with footrests and let a colored boy work away at their feet; but if this matter of sitting on a chair on an open street becomes a regular proceeding the respectable people of the town will have their sensibilities shocked very often, and they will more

than ever deplore the passing of the good old times when every woman was her own shoe-blacker.

Wanted It Congratulated.

Kitty was dining at a neighbor's and when she was offered the sugar cubes for her coffee she said shyly:

"No, thank you; I don't care for sugar unless it's congratulated."

Getting His Half.

"George looks happy since his uncle died and didn't leave him a cent."

"Yes. The lawyer for the estate has promised him half if he'll contest the will."

Cupid is an orphan that no young couple can afford not to adopt.

Which Storm Would You Rather Face



I wanted the Glove Brand Rubbers, do you understand?

Your trade wants the best. It's the Glove Brand.

HIRTH, KRAUSE & CO., Grand Rapids, Mich.

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

Lest You Forget

We say this for your benefit and your advantage in knowing of one place where your orders will have the very best attention possible, and where goods will be shipped same day as receipt of order. The time for replenishing and sizing up your rubber stock will soon be here and our stock of

Banigan and Woonasquatucket Rubbers

As well as

- Wool Boot and Stocking Combinations
- Lumbermen's with Leather Tops
- Tennis and Gymnasium Shoes

will be yours to draw on.

Complete Assortment

Be sure to specify toes and widths when ordering.

GEO. S. MILLER, Selling Agent

131-133 Market St., CHICAGO, ILL.

Thanksgiving Day Celebration in a Shoe Store.

Speaking of peculiar observances of the last Thursday in November, we certainly had one here this year. It came about in this way. At the meeting of the Lasterville Boot and Shoe Retailers' Club the idea was broached of all having our Thanksgiving dinners together. Some of the members, however, are pretty strong family men, and make a great feature of carving their own turkeys for their own families. Others had invitations to family reunions, etc., so the idea was given up.

It was decided to have the regular meeting on the night before Thanksgiving, with light refreshments, instead.

This meeting was a great success, and more than the stories, and the light refreshments, and the good fellowship which made it such a success, was something which the Lasterville shoe dealers did which was unique, I think.

Old Mr. Ball proposed it. It must have been either he or Mr. Laster, and as it chanced the idea occurred to Mr. Ball so that all that Mr. Laster could do was to endorse it quick.

It came about in this way: Mr. Izensole was lamenting the accumulation of old styles and shop-worn goods. "They accumulate in spite mit everydings," he said.

Mr. Tanner, of Oaks, Tanner & Hyde, said that he did fairly well by always having a bargain counter, on which he put all of his shop keepers for customers to pick among with the price cut away down.

"My indire sdore is bargains counters," said old Izensole.

At which everybody smiled, for Izensole's frailty in the matter of job lots is well known:

"The way to keep from having remnants of lots and old styles," said the young Mr. Kidder, "is to drop the price to cost on extreme styles and odd sizes before they get to be shop keepers," which everybody enjoyed very much, for Mr. Kidder has been in business for himself only a little over a year.

"I'll tell you what would be a delightful thing to do," said Mr. Ball, finally, "and that would be to get rid of them all in a lump."

"How?" queried Mr. Izensole, scenting a purchase of all the shelf worn stock in Lasterville for a great bankrupt sale.

"Why, give it away at Thanksgiving time," said Mr. Ball, not more than half meaning what he said.

Old Izensole sank back into his chair, with a grunt of disgust.

"Well, now, it's not such a bad idea," insisted Mr. Ball. "Nothing makes a man feel so good along about Thanksgiving time or the holidays as to do something nice for somebody."

"That's so," said Mr. Tanner. "We might each make a list of all of our poor customers. I mean, of course, our good customers who are poor, and make them each a present of a pair of shoes, a little out of style, perhaps, but which are still serviceable."

"No, not that," said Mr. Laster.

"Let us not make an advertising scheme of it or anything of the sort. Let us do it as a club, and each donate to the deserving poor of Lasterville and vicinity all of the 'cats and dogs' which are cumbering our stocks."

"He that giveth to the poor lendeth to the Lord," said Mr. Tanner, solemnly.

"Not quite correctly quoted," said Mr. Ball, but an excellent sentiment.

"The poor we have with us always," remarked Hi Ball, unhesitatingly.

"I'll bet a dollar that's the only verse he ever learned at Sunday school, and he learned that because it was short," whispered young Sizer to me. "Gee, I wish I could think of one," he added.

"Unt of all that Thou shald geef me, I vill surely geef the denth undo Thee." It was old Izensole who said it, and as he spoke, sitting there before the fire, gazing straight ahead into the coals of the great "Alaska" stove that heats our store, with his long, thin beard hanging down in spare strands to be grasped by his knotted fingers, his face set and stern, he seemed, somehow, to be for the moment, not Izensole of the job lots, but a twentieth century representative of the patriarchs.

"Well, what do you think of that," whispered young Sizer, "from one of them people?"

"Hush, you fool," I hissed back at him, "don't you know they're the most charitable race on earth?"

And so, after more discussion it was all settled, and every dealer went through his stock with a fine tooth comb.

When we got them all together, it was a motly sight. There were thirty-nine pairs of men's needle toes, some of them in calf and cordovan and half of them strictly hand-sewed bench work. There were three pairs of curacao kid, and over half of them had pink kid top linings. All but five pairs were No. 3 C, but that is a minor matter. There were twenty-six pairs of children's shoes, with heels of assorted styles and makes, and there were just forty pairs of women's serge congress, with the rubber stretched out. There were three pairs of mismatched, copper-toed boys' boots, and one pair that wasn't, and there were seven pairs of 1883 low cut, round-toed women's opera slippers, with all white linings, much soiled, and which had been dressed over so many times to cover the red sheen which blushed through the original color, that they looked like a widower who was whisker-dying for a second wife.

And, oh, what a lot of shoes there were which had been, inadvertently left in the window trim in the hot sun so long that the sap had run out of them, and hardened, and what a lot more there were which had been soiled by much trying on, or had been brought back after being worn "only just a little, not enough to hurt them."

We just had a jolly time sorting them out and getting the stock in shape, but when it came to dispos-

ing of our gifts we had to call in the ladies—the women of the Lasterville Associated charities—and we put everything in their hands to handle as they would.

They would not hear to doing such a thing without giving due credit, so an article which made us blush appeared in all of the local papers, with the names of each of our firms, and on the day before Thanksgiving the distribution was made. The ladies got the use of the big meeting room at the village building, and applications were received for several days before, and every application thoroughly investigated as to worthiness by the energetic ladies. Where the applicant was found worthy a card with the applicant's name on it was given out, to be presented at the village hall on the day appointed. I didn't quite like the idea of forcing unfortunate people to parade their poverty, but the ladies couldn't seem to manage it in any other way.

Representatives from every store were detailed to help fit out the ap-

Gas or Gasoline Mantles at 50c on the Dollar

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

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages...	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880
invoices.....\$2 00

Tradesman Company

Grand Rapids, Mich.

The Quality of our Hard Pan Shoe is Better than its Retail Price

BETTER IN FIT
AND
BETTER IN WEAR



Sold to the consumer for \$2 50, it gives more all around foot satisfaction than any other every day shoe intended for hard outdoor service that is manufactured.

We are the original makers of this genuine Hard Pan Shoe. Our trade mark on the sole is our guarantee to the wearer.

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

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

Opportunity to do Business

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

Do you know that our

Custom Made Shoes

are the "Shoes to Choose" for hard wear.

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

WALDRON, ALDERTON & MELZE

Shoe and Rubber Jobbers

No. 131-133-135 Franklin St.

Saginaw, Mich.

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

plicants. Sizer and I went over for our store, and Sizer said that he never knew customers to be so easily pleased. There was a shortage of shoes for boys and misses, but that didn't matter. Anything answered. I sent one boy of fourteen away, happy, in a pair of hand-sewed, button, needle-toed cordovan, No. 9 B. He certainly looked funny, but he didn't mind, and I'll bet his feet will be warmer and dryer this winter than they have been for many a season.

The women's 3 C's went off like hot cakes, many of them to misses who ought to have been wearing 13s, and there were many heart burnings because there were so few pairs of boys' mismatched copper-toed boots.

But the old ladies. Ah, there was where it wrung our hearts. The serge congress, with the rubber stretched out, was what they coveted. Mr. Laster knew just what to do about that. One of our own poor, old lady customers had told him, and he sent me over to the dry goods store to buy two pieces of the widest rubber tape, and to every old lady we gave a half a yard and told her how to sew it edge to edge fit snugly up around their thin, old ankles.

It would take too long to tell all about it, of how old Izensole rubbed his hands and chuckled, and worked like a beaver in fitting the poor people out with the greatest bargains he had ever handled, and of how everything was disposed of except a few pairs which wouldn't fit anybody, and were donated to the mission barrel of the Ladies' Aid Society of the Methodist church, and of how the dry goods men, and the clothing men, and the gents' furnishing goods men saw how we were enjoying ourselves and how good it made us feel, said we were a selfish lot not to tell them about it, instead of sneaking off to enjoy ourselves that way, and of how we promised that next time we'd take them all in and clean their old stuff out for them, and show them how to make Thanksgiving seem more as though we in a little measure deserved what we were giving thanks for. There are a great many deserving poor in Lasterville. I suppose they are everywhere.—Ike N. Fitem in Boot and Shoe Recorder.

A Lost Invention.

Fame and fortune await the lucky individual who can rediscover the combination of metals from which the Egyptians, the Aztecs and the Incas of Peru made their tools and arms. Although each of these nations reached a high state of civilization, none of them ever discovered iron, in spite of the fact that the soil of all three countries was largely impregnated with it. Their substitute for it was a combination of metals which had the temper of steel. Despite the greatest efforts, the secret of this composition has baffled scientists and has become a lost art. The great explorer Humboldt tried to discover it from an analysis of a chisel found in an ancient Inca silver mine, but all that he could find out was that it appeared to be a

combination of a small portion of tin with copper. This combination will not give the hardness of steel, so it is evident that tin and copper could not have been its only component parts. Whatever might have been the nature of the metallic combination, these ancient races were able so to prepare pure copper that it equaled in temper the finest steel produced at the present day by the most scientifically approved process. With their bronze and copper instruments they were able to quarry and shape the hardest known stones, such as granite and porphyry, and even cut emeralds and like substances. A re-discovery of this lost art would revolutionize many trades in which steel at present holds the monopoly. If copper could thus be tempered now its advantage over steel would be very great and it would no doubt be preferred to the latter in numerous industries. It is a curious fact that although this lost secret still baffles modern scientists it must have been discovered independently by the three races which made use of it so long ago.—New York Herald.

Tribute to the Kentuckian.

"Man born in the wilds of Kentucky is of feud days and easy virtue. He fisheth, fiddleth, cusseth, and fighteth all the days of his life.

"He shunneth water as a mad dog and drinketh much moonshine.

"When he desireth to raise hell he planteth a neighbor, and—lo!—he reapeth twentyfold.

"He riseth even from his cradle to seek the scalp of his grandsire's enemy, and bringeth home in his carcass the ammunition of his neighbor's wife's cousin's uncle's father-in-law, who avengeth the dead.

"Yea, verily, his life is uncertain and he knoweth not the hour when he may be jerked hence.

"He goeth forth on a journey 'half-shot' and cometh back on a shutter shot.

"He riseth in the night to let the cat out, and it taketh nine doctors three days or one doctor twenty-seven days to pick the buckshot from his person.

"He goeth forth in joy and gladness, and cometh back in scraps and fragments.

"He calleth his fellow man a liar, and getteth himself filled with scrap iron, even to the fourth generation.

"A cyclone bloweth him into the bosom of his neighbor's wife, and his neighbor's wife's husband bloweth him into the bosom of his Father Abraham before he hath time to explain.

"He emptieth a deijohn into himself, and a shotgun into his enemy, and his enemy's son lieth in wait, and—lo! the coroner ploweth up a forty acre field to bury that man."

The devil has many a way to work a woman, but a compliment is the path that leads to them all.

Self-love is that undying kind of affection about which we hear so much.

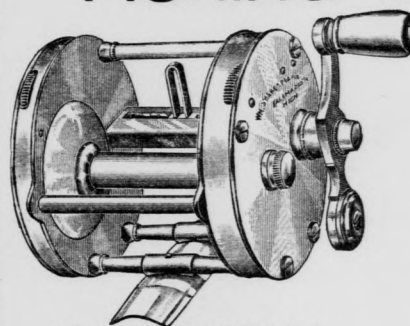


FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

FISHING TACKLE



Shakespeare's Level Winding Reel.

Send us your mail orders. Our stock is complete. If you failed to receive our 1904 catalogue let us know at once. We want you to have one as it illustrates our entire line of tackle.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

Michigan Agents for Warren Mixed Paints, "White Seal" Lead, Ohio Varnish Co.'s "Chi-Namel" at wholesale

Autumn Glass

Our fall business must be a "RECORD BREAKER." We bought well and you are to receive the benefit. Our prices to you will be reduced. We carry a complete stock and ship promptly. Our glass has the quality.

ORDERS ORDERS ORDERS
SEND THEM IN

Grand Rapids Glass & Bending Co.
Grand Rapids, Mich.

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

Use Tradesman Coupons

MEN WITH IDEAS.

They Mark the Real Progress of the World.

In the conduct of all rational and civilized men there are always three things: First, the emotion, then the idea and then the act. In the conduct of the lower animals there are always two things, emotions or instincts, and actions. It seems to be man's divine and glorious prerogative to create this middle term—the idea or the thought. The skillful and ingenious beaver who will work next summer in the Lake of the Woods far North, constructing his winter home, plastering the mud walls ever so thickly in order to afford a protection against the wind and the cold of the coming season, does not think. God thinks for the beaver, and we say the beaver does his skillful work through instinct. There is in the beaver, so far as man can determine, the feeling or the instinct, and then immediately follows the action. The great builder, Michael Angelo, who was planning at the close of the middle ages one of the greatest pieces of architecture in the entire world, St. Peters at Rome, before he laid a stone or brick or timber, was obliged to fashion this stupendous building in his own mind—the length and shape of every beam, the measurements for each girder, the junction of every groin, the form and size of the scaffolding to be used, the shape of each stone and brick—all these things were ideas before they ever became realized in the great architectural pile. So, as we study the contrast between man and the animal that is beneath man, we find that that which seems to give him his supreme place is the fact that he is able to construct this middle term between the primitive emotion and the ultimate act of his life.

Now, it may seem to be unnecessary to spend any time in referring to the power of thought; and yet, just think for a single moment of the age in which we live, the age in which the young people are to do their work in the world! It is indeed a splendid age. To be living in an age like this is a magnificent and a sublime thing. There are so many forces to-day, both material and spiritual, that are making for the progress of humanity; and yet our age, great and splendid as it is, is not without its dangers.

What is the one word that is being used to-day more than any other, and which characterizes this age in which we live? It is the word "commercial." They tell us in magazine and newspaper, and in sermon and in lecture, that this is a commercial age—an age in which the commercial spirit is finding expression in every one of our manifold and complex activities; and in such an age the tendency is always strong to forget that the thinker is, after all, the man of greatest influence in the world and in history. We speak to-day of our corn kings and our cotton kings and our oil kings and our coal barons and our railroad magnates; and yet I wish to remind you that the true king of

them all is the man of earnest and honest and persistent thought—not the man with the dollar, not the man with the "pull," not the man with social influence, but the man with the idea, if he but know how to make himself the living embodiment of that idea, is the great man, is the quiet influence, is the effective power in the world to-day.

There sits in a little room upstairs a quiet man in the heart of some great bustling city. He is thinking his way deep down to some of these fundamental principles that have to do with the life of the individual or with the life of society. Outside in the street there is the rumbling of heavy drays as they drag along their loads of freight or merchandise; outside there is the unloading of the great vessels at the merchants'

intense lives lived in that day have entirely gone from the Athens of to-day. Yet there has come down to us through these centuries the thought of that one man—the man Socrates—and it influences the thoughts and councils of men to-day.

There was that other great city, Jerusalem. It was the meeting-place for merchants from Tarsus and Damascus and from Babylon and Alexandria. There was Herod with his unrestrained power and his dangerous lust for gain; there were the high priest and his great multitude of followers; there was the great temple; there was the ark of the covenant; there were the seven golden candlesticks; there were all the wonderful symbols that belong to the race of the Hebrew people; and yet, to-day Herod is gone, the chief priests are

gone, the temple itself is gone, the ark of the covenant is gone, the seven golden candlesticks were all thrown into the River Tiber, they tell us, never to be discovered again, the walls of Jerusalem razed to the ground by the power of Rome, Rome itself was conquered and overcome by the barbarians of the North; but down through the centuries there have come, with increasingly vital power, the ideas of the lowly Nazarene—this peasant, who was followed by bare-footed peasants himself.

great world that we call mental or moral or spiritual. Think, if you will, how this truth may be applied to the world of invention and practical discovery, the world of material things. Everything that man has ever consciously made has always been a thought before it became a thing. A thing is simply the outside of a thought; or, to put it in the contrary form, a thought is only the inside of a thing; and that is absolutely true, from the tiny pin that you hold in your hand to the Government under which we live and the great institutions that make our country or any country truly to be revered.

The man with the idea is the man who in this world of invention and discovery has been the leader, has been the great benefactor, has made possible the comforts and luxuries, has made possible a wider world and a larger life and a happier existence for millions and millions of people the whole world round. I never think of this subject without thinking of Charles Goodyear, that man in New Haven, Connecticut, who for eleven years worked unceasingly to make India rubber a practical thing; a man who was put into prison for debt, a man who was overwhelmed literally by his poverty, a man whose child died one day and he hadn't money to bury it, not even money to keep the remaining five children from starvation, and the neighbors turned their backs upon him because of his neglect of his family, and they called him by every scornful name—insane, crank, fanatic; but the time came at the end of eleven years, when Charles Goodyear accomplished the great end toward which he had been working, the vulcanizing of India rubber—something that is to-day used in 500 different applications in the industrial world, a thing that to-day gives employment to thousands and tens of thousands of people throughout the civilized world.

The man with the idea—thank God that you can not put beside him, with any fair degree of comparison, any other man of the whole world and expect he will stand forth as great, as sublime, as wonderful as this man, unknown although he may have been in his youth, illiterate although he has been, poor, harrassed by death and sickness oftentimes; the man who nevertheless has persistently and earnestly worked toward the realization in the living concrete thing of the idea that possessed his own mind and enthused his own heart.

But you may apply this great truth in still a different sphere, and as we look back over the page of history we find all the great progressive movements in the life of society have always proceeded from the idea in the mind, somewhere, of some few, some little group of people. Carlisle, you know it is, who says, "It is never the age that leads in progress; it is always the individual." I suppose he means that the great movements in our age, or any age, what we call progressive movements, can be traced back in the latest analysis to their starting point, to some



J. Herman Randall

wharves; outside there are the clanging of the locomotive bell and the coming and going of long lines of freight cars; outside there are the tremendous bustle and activity of the material civilization, and yet this quiet man, unknown and unlettered and undoctored although he be, sitting in his little room upstairs, will be remembered long after the merchandise and vessels and freight trains shall have forever vanished from the scene.

Four hundred years before Christ the city of Athens was one of the great cities of the world. There was the shouting of the slaves, there was the mingling of the merchants, there was the bawling of the orators, there was the noise of ship and marketplace and of field; and yet, the merchants have vanished, the orators have disappeared, all signs of the

gone, the temple itself is gone, the ark of the covenant is gone, the seven golden candlesticks were all thrown into the River Tiber, they tell us, never to be discovered again, the walls of Jerusalem razed to the ground by the power of Rome, Rome itself was conquered and overcome by the barbarians of the North; but down through the centuries there have come, with increasingly vital power, the ideas of the lowly Nazarene—this peasant, who was followed by bare-footed peasants himself.

If history teaches any one supreme lesson that, it seems to me, in this age and generation we are to remember, it is this great truth, that the mind of man really is the ruler. The great potentate to-day, and every day, is the man of thought, is the man with the idea, is the man who understands the secret things in the

ern States who had been made to feel the wrongfulness of the institution of slavery sent to the White House that great man. He came to us from the people, he lived in closest contact with the people, and he died most gloriously for the sake of the people. Ah! if ever a man's face glowed with a super-earthly joy, it must have been the face of Abraham Lincoln as he bent over the paper where that emancipation proclamation was taking form and shape, giving to those millions of dusky-hued brothers and sisters their liberty, their freedom, as God's children and as man's brothers everywhere. The men with ideas in the moral world, as well as in the material or the intellectual world, have always been the men who have slowly and yet surely and steadily led humanity onward and upward.

What is the practical message to the people of to-day? It seems to me that the message is think, think; observe; study, study—but in God's name, think! The old proverb is true, as applied to the mind—Satan finds mischief still for idle minds as well as idle hands. Do not let your mind lie fallow. It is our great privilege; nay, more, it is our high duty, to demonstrate to God and man, for all time, our right to the name manhood and womanhood, because we know how to fashion an idea, because we have learned how to think, because we have discovered the secret of the process we call mental.

In the second place I believe our message is, Think for yourself. Look back over the page of history and what do we discover? Who were the men and women that have lived in the past and are honored and revered to-day? They are simply the men in any age and clime who have dared to think differently from somebody else, who have dared to stand out apart from the common crowd and to think their own thoughts and to solve the great problems of society, of politics, of religion and of science for themselves; not bound, not dictated to by any of the traditions of the past. Think of the treatment those men have received—forsaken by their friends, hated by their enemies, ostracized by society, anathematized by the church, put into the dungeon cell, subjected to torture, many times to physical death! It is simply because they dared have ideas. Yet there can be no shadow of doubt that we are what we are to-day; that we are where we are to-day, in the great upward, progressive movement of humanity, just because back there in the past, back there in every age, there have stood those heroic souls who have dared to do their own thinking.

Shall I vote just as my father voted politically, simply because he voted that ticket? Not unless I am a weak man. If I vote a certain political ticket let it be because in my own thought and mind I have decided that that is where I ought to cast my ballot. Shall I believe religiously just what my father and mother believed, simply because they believed it?

Not unless I am a weak man. Let me think for myself, reverencing the truth of the past but believing that the light that shines from heaven upon my head to-day is the light that is to guide me in my thought and discovery in religious things. Shall I follow the vocation which my friends would like to have me follow, simply because they wish me to do that work, or wish me to fit myself for that place in life? Not unless I am a weak man. I must fit myself and my ability to my talent and my opportunity and my age and the open door before me; and if I have any independence or strength within me I must decide where I shall cast my lot, what place I shall seek to fill, the kind of work I shall endeavor to do in the world. Ah, young men and women, let me say to you, as one of the great lessons of the past, learn to think for yourselves.

In the third place the message for us is this: Think of the great problems of life. Oh, the tragedy of so many lives! Does not it lie here that so many men and women who have gone through high school and gone through college and university go out into life and use the gray matter of the brain, use their mental energy, in thinking about things that are minor and trivial, comparatively unimportant, as compared with the great things and the great subjects and the great problems that confront us to-day and every day? Oh, think of the great problems! No scholar, I care not how wise he be; no professor, I care not how great his learning; no newspaper genius, I care not how wonderful the ability with which heaven has endowed him, has a mortgage on any problem or any set of truths. They are yours and mine, and every man and every woman, thank God, stands just as near the throne of truth as any other. Think of the great problems and your life and character will take on a breadth and symmetry and a greatness such as can never come to the life that spends its mental energy in dealing simply with the minor, immaterial things of everyday life about us.

Then, again, the more practical the message is, think the problem through to the end. How many people are sidetracked in life—pessimists we call some of them, cynics we call others, skeptics many of them become. Men and women think a little way into the mystery, may think a little about the problems, and then they become confused, or perhaps discouraged; or it may be that some of them become a little frightened, and they say, "I must stop thinking," and they turn their attention to something else, and they become side-tracked—unable to go on in their mental growth or development, unable to reach the great spiritual heights that lie beyond, towering above every man and woman, because they do not think the problem through. The conclusion to which you come may not be the final conclusion for the world; but I do say it will be your conclusion, and it will

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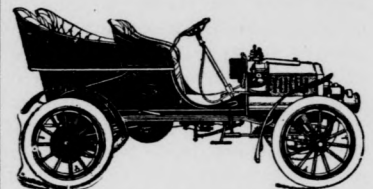
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form the basis of your own philosophy; and it will be a solid foundation in your own thought, and you will be able to accomplish greater things because you have your own philosophy and because you have come to some conclusion in your mind. Think the problem through to the end. The course of study which graduates have completed at the end of a school year—what has been its real purpose after all? Has it been merely to fill these minds with a certain amount of facts, simply to furnish these minds with a certain amount of knowledge? Ah, back of these things, which are good and necessary in themselves, I believe the great purpose underlying our system of instruction in this country to-day—I believe the great aim and end that these teachers and instructors have had constantly before their own minds, is the training of these young men and women to think, to use their own minds, to go forth into life possessed not simply of a certain amount of information, but to go forth into life, wherever they may take their places, possessed of the power that makes a man a man; that lifts man above the animal—the power to fashion an idea and create this middle term between the primitive emotion of instinct and the ultimate action.

Do not think, then, that the problems are all solved. The greatness of the past is but the faintest promise of the greatness that shall be. Profound philosophies must be written; truer histories must yet be penned; nobler fiction must yet be written in literature; loftier poems must yet be sung. The great domain of mystery that lies about us has only been entered simply at the threshold by the wonderful power that we call science. The million problems, political and social, pressing upon our country—they must, aye, and thank God they shall! find some solution. For the man who is able to think the true and noble thought, for the man or woman who is able to be possessed of a great idea, and to make himself or herself the living embodiment of the thought or the idea—for this man and for this woman our age, like every age, most earnestly waits.

In closing I desire to reproduce the lofty sentiment of Edward Rowland Sill, which ought to lift our lives above the plane of the commonplace and keep them forever in the places of dignity and grandeur: "Forenoon and afternoon, and night; forenoon and afternoon, and night; forenoon, and what? The empty song repeats itself no more—yea, that is life. Make this forenoon sublime, this afternoon a psalm, this night a prayer, and time is conquered and thy crown is won."

J. Herman Randall.

Your "Front" As An Asset.

"A good many young men underestimate the value of what is commonly called a 'front,'" remarked a merchant the other day. "I am well aware that a great deal is to be said about how 'it's brains that count' and how the contents of a

man's head are more important than the covering; but, just the same, this is not a world of mind-readers, and people are mighty likely to judge by mere appearances when they are in a hurry. All other things being equal the neat young man with ability is going to outstrip the 'brainless' sloven. Sometimes he will when he does not know as much.

This is particularly true of a young man looking for work. I'm a firm believer in the hypnotic quality of an outward semblance of prosperity—not necessarily the Fifth-avenue-on-sunshiny-afternoons standard, but the best the young man can afford. If I were a young fellow in search of a job and had only fifty dollars, I believe I'd spend forty dollars of it for a 'front' and trust to luck to worry along on the other ten. And then, when I'd found my chance to prove that I was good for something besides a clothes-rack, maybe I'd economize a bit; but I'm not even sure about that.

"If we could tell at a glance just what a man is really worth it would be different. But we are busy with our own troubles. We go on, more or less unconsciously, judging by the outward and visible semblance and sort of taking the inward, invisible grace for granted; and we like to see people who look as if they'd been able to get along in the world. Getting a chance is more than half the battle, and a neat appearance is a big help toward getting the chance."

Victims of Old Foggy Notions.

"My wife and myself," said a grocer jobber, "took an automobile run to Ionia. She was the chauffeur. We did not return by the same road. I don't know how many hens we ran over going and coming. We did not stop to count.

"It is dry time and the roads are dusty. So much the worse for the hens. I suppose it is different with hens in the cities and towns, but along the country roads they have not yet learned to make proper calculations for escape from the automobile. The hen is of a mathematical turn of mind. She rolls in the dust of the highway and no horse-drawn vehicle was ever known to run over one. She figures closely but always escapes. Now, it is different when she comes to take the automobile into consideration. She expects to escape by the length of a horse. The horse is not there and she falls under the wheels of the juggernaut, a victim to old foggy notions not in accord with modern speed devices."

There is as great a difference between imprudent intrusion in business and persistent effort as between a nuisance and a blessing in disguise. The hustler is seldom unwelcome.

Even the most unimaginative woman can conjure up a hundred new and different ways of making herself miserable any old day.

You can learn something new about the business every day. A stock of goods is as changeable as the weather.



We get cash out of your goods

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

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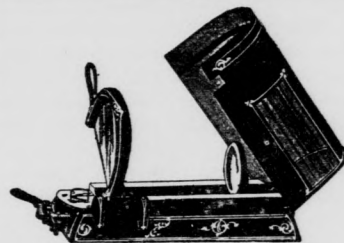
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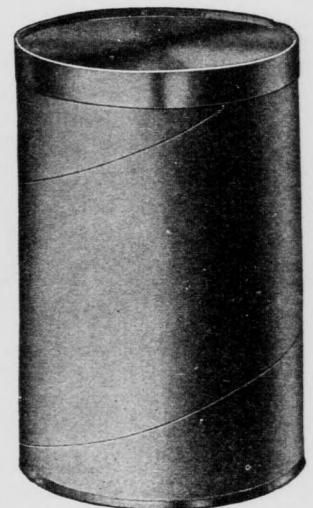
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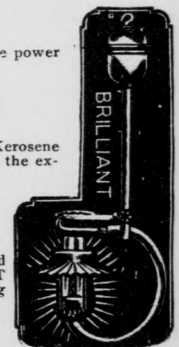
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Rules To Be Followed By the Road Man of To-Day.

In this era of progress and go, a man on the road, in order to be successful in his vocation, must be up with the pace of modern times, must be alert, quick to decide and must always "be up and doing."

The knight of the grip of old was a jolly, round-faced man, with lots of good cheer and an endless amount of humor and lots of loose change. But to-day, although these are desirable requisites, they are non-essential requisites to his pack.

Sound judgment, persuasive talk, stick-to-it-iveness, coupled with persistent hard work, are some of the characteristics of the modern salesman.

Notice in the present war of the little Japs, occupying but a small island in comparison to the size of the opposing force, and in wealth and equipment having but a knapsack full in comparison to the Russians' trunkful, how courage, pluck, energy and unceasing vim triumph and capture the laurels. So it is the salesman with his tact can capture orders even gigantic in size, when another would not even try, complaining that his line was inferior, that the other fellow had the advantage over him, satisfied to bag the little ones. Can we get a more striking example where determination and work can undermine the most obstinate difficulties, can climb seemingly insurmountable heights of success? Work! Work! Work hard! Work harder still!

I asked a young man who was my senior in selling what was his aim in life, what he expected to accomplish here. He said that all he wanted was to fulfill his own desires, and that he lived for his own self alone. He is out of a job to-day, and I told him that I could get fifty-seven jobs to-morrow, representing other firms, if I was desirous of doing so.

The knight of the grip should not follow his line of work for the monetary consideration alone. His work will be a source of pleasure to him if he goes at it in the right spirit. If he makes up his mind to do all the good to his fellow men that he can, to make his brothers happy and contented, to alleviate the struggle of those who think they are burdened with troubles, he will unconsciously become a friend to his people, and a man who can win the confidence of his trade is the one who is going to leave with the big orders.

Get a man to tell you his troubles and you will generally be on the right side of him, for he will have

given you his confidence. The art of pleasing men is necessary before a sale can be made. You never will sell a man a bill of goods who is in a fit of rage with you.

It is not necessary to "blow in your money" on your trade unless it will bring you into more intimate acquaintance with them. To treat a buyer just because he has given an order to you makes him feel that he has done you a favor and you are now rewarding him.

If you visit your trade periodically, whenever you approach your welcome should be the glad hand and hearty greeting. Your customer should wear the expression: "Well, here comes a man that I like, here's a fellow that I admire."

You will like the road because you like to get around to your friends, if your trade is what it should be.

Cheerfulness reacts upon the giver as sunshine upon the flowers. Cold and morose dispositions are the fore-runners of an icy reception. Be pleasant; be free; wear a smile, even if it is a borrowed smile. Be a rainbow even if you are disheveled and blue. The cheerful man will be not only the successful one, but the healthier in mind and body.

The niggardly, grumbling, avaricious nature crops out in the visage, leaves the scar of a frown on the face, and even the voice utters a harsh, guttural sound instead of a pleasant orotund; therefore, let kindness, generosity, courteous manners and industry be your possessions. —Albert L. Trostler in Salesmanship.

Just for Show.

A well-known traveling man was recently obliged to spend the night in a humble hotel—the best in the town. The bill of fare at dinner time was not very elaborate, but the traveler noticed with joy that at the bottom of the card, printed with pen and ink, was a startling variety of pies.

He liked pies, and here were custard, lemon, squash, rhubarb, Washington, chocolate, mince, apple and berry pies and several other varieties. He called the waitress to him.

"Please get me some rhubarb pie," he said.

"I'm afraid we ain't got any rhubarb pie," she drawled.

He took another glance at the list. "Well, get me some squash pie, please."

"We haven't got that either."

"Berry pie?"

"No."

"Lemon pie?"

"No."

"Chocolate pie?"

"I'm sorry, we—"

"Well, what on earth are they all written down here for? On to-day's bill of fare, too!"

"Well, I'll tell you," said the girl, apologetically, "that list is always written down there for show when we have mince pie, because when we have mince pie no one asks for anything else."

Mighty few women would be jealous of their husband's first love if they could see her.

"Giving Them Away."

A good story is going the rounds concerning a young American woman who wished to be presented at the court of the late King of Saxony. The high officials, having enquired into her social standing at home, objected. They represented to her that the King could scarcely receive the daughter of a man who sold boots and shoes. The young woman cabled home and told her father the situation. The next morning she received his answer: "Bosh! It isn't selling. Practically giving them away. See advertisement." That solved the difficulty. She was presented as the daughter of an eminent philanthropist.—Footwear.

No Choice.

A traveling man who drove across the country to a little town in Western Kansas, the other day, met a farmer hauling a wagon load of water.

"Where do you get water?" he asked.

"Up the road, about seven miles," the farmer replied.

"And you haul water seven miles for your family and stock?"

"Yep."

"Why, in the name of sense, don't you dig a well?" asked the traveler.

"Because it is just as far one way as the other, stranger."

He swore that he was going straight to the devil—and he carried out his threat that very day by buying an automobile.

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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.

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One Initiation and Three Applications on File.

Grand Rapids, Dec. 3.—The United Commercial Travelers of this city met in regular session this evening with a large and enthusiastic attendance and proceeded at once to business.

Applications were received from three travelers for admission and Arthur M. Stow, of 45 Kellogg street, Grand Rapids, was initiated.

One of the features of the evening was the discussion of the many wrecks on the Pere Marquette Railroad and the gross carelessness of the employes or the niggardliness of the officials of the road in curtailing the amount of help and thereby decreasing the efficiency of those employed. The boys propose to find out why the officers of the law have so long closed their eyes to what has been transpiring or have winked so hard at it that their sight has become impaired.

The monthly entertainments at the rooms of the Grand Rapids Council are being largely attended, and all those who have participated express themselves in the highest terms of the enjoyment they have received. The gatherings are informal and homelike, minus any frills or flounces, and therefore the more pleasurable. Another one will be given some time this month and we are authorized to state that they are not exclusively for the U. C. T.'s and their families, but all friends of the members will be gladly welcomed.

A special committee was appointed, consisting of Charley Reynolds, Harry Gregory and Fred Beardsley, to arrange for a dancing party some time in February. It is unnecessary to make any comments, as the personnel of the committee is sufficient guarantee that it will be something fine. Nuff Sed.

Drastic Action by Durand Merchants.

Durand, Dec. 3.—At the last meeting of the Durand Business Men's Association the following resolution was unanimously adopted:

Whereas—The American Cereal Co. has devised and adopted a system of coupons to be used in connection with premiums, and which would prove detrimental to all persons engaged in a retail business; therefore be it

Resolved—By the Durand Business Men's Association that the members will refuse to buy or offer for sale any product of the American Cereal Co. until at such time as it shall withdraw its catalogues and coupons. A. B. Freeman, Sec'y.

Offers To Discontinue Schemes.

Chicago, Dec. 5.—Some weeks ago we proposed through Fred Mason, Secretary of the National Retail Grocers' Association, to agree to stop the use of all premiums in connection with cereal products, providing all other manufacturers, distributors and wholesale dealers would do likewise.

This, the first practical step toward the elimination of premiums, was taken by us as soon as the retail deal-

ers' objections were unmistakably known.

To this proposal many manufacturers readily acceded, but one, the originator of coupon premium schemes in connection with cereal products, the Great Western Cereal Co., refused to enter the agreement, claiming the conditions were not practical and proposing a modification of present premium plans.

Certain trade papers have intimated that our offer was not made in good faith as the execution of it was impossible owing to the large number of interests involved.

Our desire is to meet the wishes of the retailers in this matter squarely. We believe them to be emphatically opposed to all coupon premium plans. Any modification of present schemes will only result in the eventual return to the conditions existing to-day or perhaps more objectionable ones.

Heartily sharing in the retailer's view and in order to prove that our offer was made in good faith, we propose the following practical way of accomplishing the desired result:

We will on January 1, 1905, or any other date agreed upon, do away with all coupons, checks or printed offers, either in the packages, printed on the labels, or in the cases of all of our products, provided the H-O Company and the Great Western Cereal Company will do the same.

As most of the other cereal manufacturers have expressed a willingness to co-operate along these lines, with the assent of the above the thing is accomplished.

American Cereal Co.

The Boys Behind the Counter.

Cedar Springs—C. A. Johnson & Co. have engaged John Carten, of Grand Rapids, as salesman in their dry goods department, and Mindon Culver has taken the position of Frank Purdy in their grocery department.

Gladstone—J. H. Uglo, a pharmacist employed at Powell's drug store, narrowly escaped being seriously burned by the explosion of a bottle of benzine. He had gone to the basement and in the darkness it is supposed that he overturned the bottle of benzine and the cork falling out the liquid spread over the floor. Mr. Uglo was forced to go to the basement again within a few minutes and in order to find his way struck a match, instead of turning on the electric light, with the result that instantly there was an explosion. Flames filled the basement until the benzine had been consumed, but when the fire department arrived the fire had nearly extinguished itself. The druggist was painfully burned about the hands.

Hudson Gazette: Charles Morford, of Evart, has accepted a position with the Hudson Manufacturing Co., and will begin his labors January 1. Mr. Morford is a man of extensive and varied experience as a traveling salesman, and will be a valuable addition to the Hudson Manufacturing Co.'s force in that line of work.

Christmas Money and How To Get It.

A lot of money will be spent this Christmas by a lot of people who are now worrying themselves thin to know what to get. These good people have warm and generous impulses, and a vast amount of money during the next few weeks is going to burn holes in a good many pockets before it is spent. Retail shoe dealers ought to use their wits to get as much of this money as possible instead of letting it be spent in things far less useful and valuable than shoes and slippers.

In this connection we know of no better method of getting Christmas money than by getting a stock of the clever shoe certificates.

Here is the scheme. Every retail shoe dealer should not only advertise that he has shoe certificates for sale, but should explain by newspaper advertisements or by circular that people can select the kind of rubber or leather boots or shoes or slippers they desire to present to their friends. The retailer on payment of the money will give a signed certificate in exchange, on which the name of the recipient of the present would be written.

For instance: John Brown may be anxious to give William Smith a welcome and valuable present, and after learning about the shoe certificate plan might jump at the opportunity to visit the store that issues the certificate and state that he wants to give his friend \$3, \$4 or \$5 worth of goods. John may not know the size or width of William's foot or the kind of shoe that he prefers, and ordinarily could not surprise him with such a gift, fearing to make a mistake. By the shoe certificate scheme John need not worry over the matter, but after he has decided to surprise William with a nice pair of shoes or slippers all that is necessary to do is to buy a certificate at the shoe store, and on Christmas day his friend William would receive this handsomely engraved certificate, entitling him to go and get exactly the style, shape and size of shoe or slipper desired, and the certificate would pay for it, and the transaction would be concluded to the satisfaction and pleasure of all concerned.

Shoe merchants could dispose of many of their goods by means of these Christmas shoe certificates. It might pay them to suggest the certificate plan to employers of labor who were disposed to give their men and women employes a Christmas surprise in the shape of shoes. Benevolent and generous persons might also be induced to make up a list of those to whom a present of shoes would be very acceptable; to them the certificates would be a great blessing. Shoes are about the most useful presents that one can receive. No one has too many of them, and it is a positive luxury for people to own two or more pairs of shoes, so that they can wear them alternately, and thus prolong the life of each pair.

A few weeks before Christmas is

the time for suggesting to people how to spend Christmas money to best advantage. Merchants who sell jewelry, fancy goods, books and other articles, useful for gifts, advertise liberally before Christmas, well knowing that the people are anxiously looking for suggestions in regard to purchasing presents for their family and friends. Shoes would share in the general popularity of presents at Christmas were it not that we do not like to invite those whom we wish to surprise pleasantly to enter a shoe store and be fitted. The true Christmas pleasure consists largely in surprising those we wish to favor. Vast numbers of people would infinitely prefer a good pair of shoes or slippers to trinkets and useless things, which look pretty but are without practical use.

Here is a sample advertisement which might be displayed prominently in a shoe store window or mailed as circulars to a selected list of people, or inserted as an advertisement in local newspapers:

SHOES AND SLIPPERS

FOR

CHRISTMAS PRESENTS.

Shoes make very useful and acceptable presents. Call and tell us what kind of shoes you would like your friends or employes to have and we will give you SHOE CERTIFICATES to the value of the money you wish to spend. On Christmas morning you could present these handsomely engraved CERTIFICATES to whom you select and they could call at their leisure on us and we will give them shoes to the value of the price marked on the CERTIFICATE, and that would end the transaction. Your friends pay us no money but simply call and tell us that they want shoes to the value written on the CERTIFICATE, and after getting exactly the size, shape and quality desired they present the CERTIFICATE in full payment.

Think it over. No one can have too many pairs of shoes. The CERTIFICATES are very handsomely engraved and would be appreciated far more than presents of trinkets and other things which would be far less welcome than a good, strong pair of shoes.

Employers, benevolent persons and others who wish to bring joy and gratitude to deserving people at this happy Christmas time could not do better than purchase SHOE CERTIFICATES, and we invite them to call.

Why not decide to make this a SHOE CHRISTMAS so far as you are concerned and see whether results do not please you beyond all expectations?

JONES & CO.

—Shoe Trade Journal.

Albert Linaweaver, who covered Michigan and Ohio fifteen years for Taylor, Kirk & Co., but who has resided in Philadelphia for the past two years while engaged in financing the Montgomery Gold Mining & Reduction Co., has returned to his old territory as the representative of Longley, Law & Alexander.

Christmas Umbrellas

You may have a call for something different from what you carry in the line of fine Christmas Umbrellas and Canes. We are in position to send you on short notice one-half dozen or more on approval if you state the style, size and price of umbrellas desired. Thousands of styles to select from at

Platte's Exclusive Umbrella Store

Grand Rapids, Mich.



Michigan Board of Pharmacy.
 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 Association.

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

Proprietaries Go Up in Canada.

Canadian druggists are much worried over an advance in price of imported proprietary remedies caused by the "Anti-dumping Clause" of the new Fielding tariff law. The object of this clause was to protect the Canadian market against those foreign manufacturers who at times send their goods and wares into the country at low figures to the ruination of domestic producers. Patent medicines are affected, but it is argued that the clause should leave them out of consideration for the reason that since they are trade-marked preparations, they can not be duplicated in Canada, and do not therefore interfere with domestic production. Previously it was the practice of proprietors in the United States to give Canadian jobbers a rebate equivalent to the tariff, thus enabling them to sell the goods at the figures which obtain in the United States; and it is this practice which has subjected the goods to the operations of the "Anti-dumping Clause." The goods must now be sold the jobbers at full prices, and the tariff borne by them also. They have passed along the increase in price to the retailers, and the retailers fear that they may not be able to recoup themselves.

How To Deodorize Benzin.

To entirely take the odor from benzin is, perhaps, impossible, but the following process will give a fairly odorless article:

Prof. Loder says: Mix together 8 fluid ounces sulphuric acid and 56 fluid ounces water, and when the mixture cools pour it into a two-gallon bottle; add 1 av. oz. potassium permanganate and agitate until dissolved; then add 1 gallon of benzin and thoroughly agitate and allow the mixture to remain in contact for twenty-four hours, frequently agitating. Separate the benzin and wash in a similar bottle with a mixture of 120 grains of potassium permanganate, 240 grains of caustic soda and 32 fluid ounces of water, agitating frequently during several hours. Then separate the benzin and wash it thoroughly with water.

On agitating the benzin with the acid permanganate solution an emulsion-like mixture is produced which separates in a few seconds, the per-

manganate solution subsiding and showing considerable reduction.

The quantity of permanganate necessary is in direct proportion to the impurities existing in the benzin. The quantity given in the formula is sufficient for a very crude article and may be reduced when manipulating with a purer distillate.

Martin Neuss.

History of Insect Powder.

Most of the so-called "Persian insect powder" now sold and used in this country is the product of a single farm 300 acres in extent near Stockton, California. It is derived from a plant closely resembling in appearance the common field daisy, and it is now known to depend for its efficacy upon a greenish vegetable oil, which, although harmless to other kinds of animals, suffocates insects. Not so very many years ago insect powder cost sixteen dollars a pound, whereas to-day it is sold for forty cents or less. In those days the source of supply and the very nature of the product were a mystery. It had been in use in Asiatic countries for centuries, being exported from Transcaucasia, where the natives did a large and profitable business in its manufacture. Eventually an Armenian merchant discovered the long-kept secret, which was simply that the powder was the pulverized flower-heads of a species of pyrethrum that grew wild and plentifully among the mountains. Later the stuff became an important article of export to all parts of the world from Dalmatia. Many attempts were made to introduce the plant into the United States, but at first without success, because the seeds sold to Americans had been previously baked, to prevent them from sprouting.

Method of Frosting Mirrors.

What is understood in the arts by this term is the permanent frosting of the surface of glass by means of rubbing with sand or the application of hydrofluoric acid.

The best effects in the temporary frosting of glass surfaces are obtained by applying a simple aqueous solution of epsom salt in fairly good concentration. This solution is applied warm, either with a brush or rag, and the operation must be conducted quickly in order to secure the best effects. It will be found, too, that the addition of a little glucose or acacia to the solution, not too much, will make the preparation adhere more evenly to the surface; the surface of most large sheets of glass frequently contains just enough grease to prevent crystallization occurring uniformly. Instead of acacia or glucose, either of which is apt to retard crystallization to some extent, the salt may be dissolved in light beer and so applied.

Thos. Willets.

There can be no economy, from a woman's point of view, without haste for breakfast once in awhile.

Have you ever noticed what a lot of second class people travel first class?

The Drug Market.

Opium—Is steady.

Morphine—Is unchanged.

Quinine—Is steady and will not change in price until after the Amsterdam bark sale Dec. 15.

Carbolic Acid—Is higher abroad. Another advance is looked for here.

Balm Gilead Buds—Have again advanced on account of scarcity.

Bismuth and Bismuth Preparations—Have been advanced about 25 per cent. on account of higher price for metal.

Glycerine—Is firm on account of higher foreign market.

Lycopodium—Shows another advance of 3c per pound.

Menthol—Stocks are very large and prices are lower. It is believed now that the Japanese government will place an export tax on the article. If it does higher prices will rule.

Sassafras Bark—Continues in very small supply and prices are firm.

Wild Cherry Bark—Has advanced on account of scarcity.

Oil Cajeput—Has advanced.

Oil Cloves—Shows a slight decline.

Oil Anise and Cassia—Are very firm and tending higher.

Oil Sassafras, Natural—Is hard to quote as there is from 18@20c per pound difference in price asked by different holders.

Oil Wormseed—Crop is small and prices have advanced.

Refined Camphor—Shows two advances since our report last week, one of 2c and another of 3c. Crude is very scarce and another advance is probable.

Gum Mastic—It is reported that the crop is a failure and higher prices are asked.

Linseed Oil—Shows two advances this week on account of higher price for seed.

Carbon Points for Splitting Glass.

1. Dissolve 100 parts of gum arabic in 240 parts of water, and mix the solution with a paste prepared by triturating 40 parts of powdered tragacanth with 640 parts of hot water. Then, having dissolved 20 parts of storax and 20 parts of benzoin in 90 parts of alcohol, strain the latter solution and add it to the mixed mucilage. Finally mix the whole intimately with 240 to 280 parts of powdered charcoal, so as to be uniform throughout. The charcoal should previously be passed through a fine sieve. The doughy mass is cut into suitable pieces, which are rolled between two boards dusted over with coal dust, until cylindrical strips about 1 centimeter in thickness are formed, which are allowed to dry slowly between blotting paper. When using them one end is pointed like a lead pencil and, after having previously made a scratch in the glass with a file or a diamond, the heated and glowing end of the pencil is carried along the line in which the glass is intended to be fractured.

2. Dissolve 8 to 10 parts of tragacanth in about 100 parts of hot water, add to the mixture, under stirring, 30 parts of acetate of lead and 60 parts of finely sifted beechwood

charcoal and proceed as in the preceding formula.

3. Sticks of soft wood (willow or poplar) of about the thickness of a finger, which must be thoroughly dry, are immersed for about one week in a concentrated solution of acetate of lead, after which they are again dried. When ignited these sticks are said to burn like glazier's charcoal.

The first formula is said to yield the best product as it burns much slower than the others.

Japan As An Educator.

Japan as a skilled student and imitator is familiar. Japan as an exemplar and teacher is new. Hindoos now go to Japan for their technical education. The departments in all the colleges of the two universities of Tokio and Kyoto are furnished with all the most improved appliances, and the systems of education are founded on the best models of Western countries. It is stated that after about eight months in Japan Indian students are able to follow the lectures fairly well. The students are advised to have acquired the English and German languages before they leave India, so they may be able to read technical books in these languages. Students arrive in Japan three months before the beginning of the session in September, during which time they make a special study of the Japanese language and also become acclimated and accustomed to the habits and customs of the country. The Indian student is prepared for a severe but pleasant winter and a hot, trying summer. As all the departments in the various institutions are generally overcrowded, students are advised to send in their applications some time beforehand through the President of the Indo-Japanese Association.

Got His Vacation.

"Well," said the old doctor, "you have your diploma now."

"Yes," replied the young one, "I worked very hard for it and now I'd like to go away for a vacation, but I have to start right in and practice."

"Well, that will give you a long and much needed rest."

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

Advanced- Declined-

Table listing various drugs and their prices, categorized by chemical groups like Acidum, Ammonia, Aniline, Baccas, Balsamum, Cortex, Ferru, Flora, Folia, Gummi, Herba, Magnesia, and Oleum.

Table listing various oils and tinctures, including Mannia, S F, Menthol, Morphia, and others, with their respective prices.

Advertisement for Hazeltine & Perkins Drug Co. featuring the large text 'Drugs' and promotional messages: '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.'

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets By Columns

Table listing various grocery items and their prices, organized by column (A through Y). Includes items like Axle Grease, Bath Brick, Butter Color, Confections, Dried Fruits, Farinaceous Goods, Fish and Oysters, etc.

1

Table 1: Lists items such as AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BRUSHES, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CATSUP, CHEESE, CLOTHES LINES, COCOA, COCOANUT, COCOA SHELLS, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FLOUR, FRESH MEATS, GELATINE, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LYE, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OILS, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALT, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

2

Table 2: Lists items such as Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Water White, D. S. Gasoline, Deodor'd Napa, Cylinder, Engine, Black, winter, CATSUP, COLUMBIA, 25 pts., Snider's quarts, Snider's pints, Snider's 1/2 pints, CHEESE, Acme, Carson City, Peerless, Emblem, Gem, Ideal, Jersey, Riverside, Warner's, Brick, Edam, Leiden, Limburger, Pineapple, Swiss, domestic, Swiss, imported, CHEWING GUM, American Flag Spruce, Beeman's Pepsin, Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Perf., Sugar Loaf, Yucatan, CHICORY, Bulk, Red, Eagle, Franck's, Scherer's, CHOCOLATE, Walter Baker & Co's, German Sweet, Premium, Vanilla, Caracas, Eagle, CLOTHES LINES, 60ft. 3 thread, extra, 72ft. 3 thread, extra, 90ft. 3 thread, extra, 60ft. 6 thread, extra, 120ft. 6 thread, extra, Jute, Cotton Victor.

3

Table 3: Lists items such as Cotton Windsor, Cotton Braided, Galvanized Wire, COCOA, Baker's, Cleveland, Colonial, Colonial, Epps, Huyler, Van Houten, Van Houten, Van Houten, Webber, Wilbur, Wilbur, COCOANUT, Dunham's, Dunham's, Dunham's, Bulk, COCOA SHELLS, Less quantity, Pound packages, COFFEE, Common, Fair, Choice, Fancy, Peaberry, Santos, Fair, Choice, Fancy, Maracaibo, Choice, Mexican, Guatemala, Java, African, Fancy African, O. G., F. G., Arabian Mocha, Package, New York Basis, Arbuckle, Dilworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only, Mail all orders direct to W. F. McLaughlin & Co., Chicago, Extract, Holland, 1/2 gro boxes, Felix, 1/2 gross, Hummel's foil, 1/2 gro, Hummel's tin, 1/2 gro, CRACKERS, National Biscuit Company's Brands, Butter, Seymour Butters, Salted Butters, Family Butters, Soda, N B C Sodas, Select, Saratoga Flakes, Round Oysters, Square Oysters, Faust, Argo, Extra Farina, Sweet Goods, Animals, Assorted Cake, Bagley Gems, Belle Rose, Bent's Water, Butter Thin, Chocolate Drops, Coco Bar, Cocoonut Taffy, Cinnamon Bar, Coffee Cake, N. B. C. 10, Coffee Cake, Iced, Cocoonut Macaroons, Cracknels, Currant Fruit, Chocolate Dainty, Cartwheels, -xie Cookie, Fluted Cocoonut, Frosted Creams, Ginger Gems, Ginger Snaps, N. B. C. 7, Grandma Sandwich, Graham Crackers, Honey Fingers, Iced, Honey Jumbles, Iced Happy Family, Iced Honey Crumpet, Imperials, Italian Bells, Jersey Lunch, Lady Fingers, Lady Fingers, hand md 25.

4

Table 4: Lists items such as Lemon Biscuit Square, Lemon Wafer, Lemon Snaps, Lemon Gems, Lem Yen, Marshmallow, Marshmallow Cream, Marshmallow wa nut, Mary Ann, Malaga, Mich Coco F's'd honey, Milk Biscuit, Penny Assorted Cakes, Moss Jelly Bar, Muskegon Branch, Iced 10, Newton, Oatmeal Crackers, Orange Slice, Orange Gem, Penny Assorted Cakes, Pilot Bread, Pineapple Honey, Ping Pong, Pretzels, hand made, Pretzeltes, hand m'd 7, Pretzeltes, mch. m'd 7, Revere, Ruble Bears, Scotch Cookies, Snowdrops, Spiced Sugar Tops, Sugar Cakes, scalloped 8, Sugar Squares, Sultanas, Spiced Gingers, Urchins, Vienna Crimp, Vanilla Wafer, Waverly, Zanzibar, CREAM TARTAR, Barrels or drums, Boxes, Square cans, Fancy caddies, DRIED FRUITS, Apples, Sundried, Evaporated, 5 1/2 @ 7, California Prunes, 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, 50-60 25 lb. bxs., 40-50 25 lb. bxs., 30-40 25 lb. bxs., 1/4 less in box cases, Corsican, Citron, Currants, Imp'd 1 lb. pkg., Imported bulk, 6 1/2 @ 7 1/2, Peel, Lemon American, Orange American, Raisins, London Layers 3 cr, London Layers 4 cr, Cluster 5 crown, Loose Muscatels, 2 cr., Loose Muscatels, 3 cr., Loose Muscatels, 4 cr., L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2, L. M. Seeded, 3/4 lb 5 @ 6, Sultanas, bulk, 8 1/2, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd. Pk'd, 2 00 @ 2 10, Brown Holland, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. sack, Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., Rolled Oats, Rolled Avena, bbls, Steel Cut, 100lb. sacks, Monarch, bbl, Monarch, 10lb. sacks, Quaker, cases, Sage, East India, German, sacks, German, broken pkg, Tapoca, Flake, 110lb. sacks, Pearl, 130lb. sacks, Pearl, 24 1 lb. pkgs., Wheat, Cracked, bulk, 24 2 lb. packages, FISHING TACKLE, 1/2 to 1 in, 1 1/2 to 2 in, 1 3/4 to 2 in, 2 in, 3 in, Cotton Lines, No. 1, 10 feet, No. 2, 15 feet, No. 3, 15 feet, No. 4, 15 feet, No. 5, 15 feet, No. 6, 15 feet, No. 7, 15 feet, No. 8, 15 feet, No. 9, 15 feet, MOLASSES, New Orleans, Fancy Open Kettle, Choice, Fair, Good, Half barrels, 2c extra, MINCE MEAT, Columbia, per case.

5

Table 5: Lists items such as Linen Lines, Small, medium, Large, Poles, Bamboo, 1 1/2 ft., pr ds., Bamboo, 16 ft., pr ds., Bamboo, 18 ft., pr ds., FLAVORING EXTRACTS, Foote & Jenks, Coleman's Van. Lem., 2oz. Panel, Mich Frosted Honey, 3oz. Taper, No. 4 Rich. Blake, Terpeness Lemon, No. 2 D. C. pr dz, No. 4 D. C. pr dz, No. 6 D. C. pr dz, Taper D. C. pr dz, Mexican Vanilla, No. 2 D. C. pr dz, No. 4 D. C. pr dz, No. 6 D. C. pr dz, Taper D. C. pr dz, GELATINE, Knox's Sparkling, Knox's Acidu'd, Knox's Acidu'd, gro, Oxform, Plymouth Rock, Nelson's, Sugar Squares, Spiced Gingers, Urchins, Vienna Crimp, Vanilla Wafer, Waverly, Zanzibar, CREAM TARTAR, Barrels or drums, Boxes, Square cans, Fancy caddies, DRIED FRUITS, Apples, Sundried, Evaporated, 5 1/2 @ 7, California Prunes, 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, 50-60 25 lb. bxs., 40-50 25 lb. bxs., 30-40 25 lb. bxs., 1/4 less in box cases, Corsican, Citron, Currants, Imp'd 1 lb. pkg., Imported bulk, 6 1/2 @ 7 1/2, Peel, Lemon American, Orange American, Raisins, London Layers 3 cr, London Layers 4 cr, Cluster 5 crown, Loose Muscatels, 2 cr., Loose Muscatels, 3 cr., Loose Muscatels, 4 cr., L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2, L. M. Seeded, 3/4 lb 5 @ 6, Sultanas, bulk, 8 1/2, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd. Pk'd, 2 00 @ 2 10, Brown Holland, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. sack, Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., Rolled Oats, Rolled Avena, bbls, Steel Cut, 100lb. sacks, Monarch, bbl, Monarch, 10lb. sacks, Quaker, cases, Sage, East India, German, sacks, German, broken pkg, Tapoca, Flake, 110lb. sacks, Pearl, 130lb. sacks, Pearl, 24 1 lb. pkgs., Wheat, Cracked, bulk, 24 2 lb. packages, FISHING TACKLE, 1/2 to 1 in, 1 1/2 to 2 in, 1 3/4 to 2 in, 2 in, 3 in, Cotton Lines, No. 1, 10 feet, No. 2, 15 feet, No. 3, 15 feet, No. 4, 15 feet, No. 5, 15 feet, No. 6, 15 feet, No. 7, 15 feet, No. 8, 15 feet, No. 9, 15 feet, MOLASSES, New Orleans, Fancy Open Kettle, Choice, Fair, Good, Half barrels, 2c extra, MINCE MEAT, Columbia, per case.

6 MUSTARD Horse Radish, 1 dz... 1 75 Bayle's Celery, 1 dz... 3 50 OLIVES Bulk, 1 gal kegs... 1 00 PIPES Clay, No. 215... 1 70 PICKLES Medium Barrels, 1,200 count... 6 50 PLAYING CARDS No. 90, Steamboat... 85 POTASH Babbitt's 48 cans in case... 4 00 PROVISIONS Barreled Pork Mess... 13 00 Dry Salt Meats Bellies... 9 S P Bellies... 9 3/4 Smoked Meats Hams, 12 lb. average... 10 1/2

7 Deland's... 3 00 Dwignt's Cow... 3 15 Embum... 2 10 L. P... 3 00 Wyandotte, 100 3/4... 3 00 SAL SODA Granulated, bbls... 80 Lump, bbls... 70 Common Grades 100 3/4 lb. sacks... 1 50 SALT Cod Large Whole... @ 6 1/2 Small Whole... @ 6 Strips or bricks... 7 1/2 @ 10 Pollock... @ 3 1/2 Halibut... @ 14 1/2 Chunks... @ 15 Herring Holland White Hoop, bbls... 25 @ 9 25 White Hoop, 1/2 bbl... 25 @ 5 00 White Hoop, keg... 57 @ 70 White Hoop mchs... @ 75 Norwegian Round, 100 lbs... 3 60 Round, 40 lbs... 2 00 Scaled Trout No. 1, 100 lbs... 7 50 No. 1, 40 lbs... 3 25 No. 1, 10 lbs... 90 No. 1, 8 lbs... 75 Mackerel Mess, 100 lbs... 13 00 Mess, 40 lbs... 5 70 Mess, 10 lbs... 1 60 Mess, 8 lbs... 1 34 No. 1, 100 lbs... 11 50 No. 1, 40 lbs... 5 10 No. 1, 10 lbs... 8 50 No. 1, 8 lbs... 1 25 Whitefish No. 1 No. 2 Fam 100 lbs... 8 50 50 lbs... 4 50 10 lbs... 1 00 8 lbs... 82 44 Anise... 15 Canary, Smyrna... 7 1/2 Caraway Cardamon, Malabar... 1 00 Celery Hemp, Russian... 4 Mixed Bird... 4 Mustard, white... 4 Poppy... 8 Rape... 4 1/2 Cattle Bone... 25 SHOE BLACKING Handy Box, large, 3 dz... 2 50 Handy Box, small... 1 25 Bixby's Royal Polish... 85 Miller's Crown Polish... 85 SNUFF Scotch, in bladders... 27 Macaboy, in jars... 27 SOAP Central City Soap Co. Jaxon... 2 85 Boro Naptha... 4 00 Johnson Soap Co. Ajax... 1 85 Badger... 3 40 Borax... 3 40 Calumet Family... 2 35 China, large cakes... 5 75 China, small cakes... 3 75 Etna, 9 oz... 2 10 Etna, 8 oz... 2 30 Etna, 60 cakes... 2 10 Galvanic... 4 05 Mary Ann... 2 35 Mottled German... 2 25 New Era... 2 45 Scotch Family... 60 cakes... 2 30 Scotch Family, 100 cakes... 3 80 Weldon... 2 85 Assorted Toilet, 50 cartons... 3 85 Assorted Toilet, 100 cartons... 7 50 Cocoa Bar, 6 oz... 3 25 Cocoa Bar, 10 oz... 5 25 Senate Castile... 3 50 Palm Olive, toilet... 4 00 Palm Olive, bath... 10 50 Palm Olive, bath... 11 00 Rose Bouquet... 3 40 J. S. Kirk & Co. American Family... 4 05 D'sky Diamond, 50 8oz... 2 80 Dusky D'nd., 100 6oz... 3 80 Jap Rose... 3 75 Savon Imperial... 3 10 White Russian... 3 85 Dome, oval bars... 2 15 Satinet, oval... 2 15 Strawberry... 4 00 Lau z Bros. & Co. Big Acme... 4 00 Big Master... 4 00

8 Snow Boy Pd'r 100 pk... 4 00 Marselles... 4 00 Procter & Gamble Co... 2 85 Lenox... 2 85 Ivory, 6 oz... 4 00 Ivory, 10 oz... 6 75 Star... 3 10 A. B. Wrisley Good Cheer... 4 00 Old Country... 3 40 Soap Powders Central City Soap Co. Jackson, 16 oz... 2 40 Gold Dust, 24 large... 4 50 Gold Dust, 100-5c... 4 00 Kirkoline, 24 1lb... 3 90 Pearlina... 3 75 Soapine... 4 10 Babbitt's 1776... 3 75 Roseine... 3 75 Wisdom... 3 80 Soap Compounds Johnson's Fine... 5 10 Johnson's XXX... 4 25 Nine O'Clock... 3 35 Rub-No-More... 3 75 Scouring Enoch Morgan's Sons. Sapollo, gross lots... 9 00 Sapollo, half gross lots... 5 00 Sapollo, single boxes... 2 25 Sapollo, hand... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes... 1 80 Scourine, 100 cakes... 3 50 SODA Boxes... 5 1/2 Kegs, English... 4 1/2 SOUPS Columbia... 3 00 Red Letter... 90 SPICES Whole Spices Allspice... 12 Cassia, China in mats... 12 Cassia, Canton... 16 Cassia, Batavia, bund... 28 Cassia, Saigon, broken... 40 Cassia, Saigon, in rolls... 55 Cloves, Amboyana... 22 Cloves, Zanzibar... 20 Mace... 55 Nutmegs, 75-80... 45 Nutmegs, 105-10... 35 Nutmegs, 115-20... 30 Pepper, Singapore, blk... 30 Pepper, Singap, white... 17 Pepper, shot... 17 Pure Ground in Bulk Cassia, Batavia... 16 Cassia, Saigon... 28 Cloves, Zanzibar... 23 Cloves, Amboyana... 25 Ginger, African... 23 Ginger, Cochon... 15 Ginger, Jamaica... 25 Mace... 65 Mustard... 18 Pepper, Singapore, blk... 17 Pepper, Singap, white... 28 Pepper, Cayenne... 20 Sage... 20 STARCH Common Gloss 1lb. packages... 4 @ 5 3lb. packages... 4 1/2 6lb. packages... 5 1/2 40 and 50 lb. boxes... 3 @ 3 Barrels... @ 3 Common Corn 20 lb. packages... 5 40 lb. packages... 4 @ 7 SYRUPS Corn Barrels... 22 Half Barrels... 24 20 lb cans 1/4 oz in case... 1 55 10 lb cans 1/2 dz in case... 1 50 5lb cans 2 1/2 in case... 1 85 2 1/2 lb cans 2 dz in case... 1 70 Pure Cane Fair... 16 Good... 20 Choice... 25 TEA Japan Sundried, medium... 24 Sundried, choice... 32 Sundried, fancy... 36 Regular, medium... 24 Regular, choice... 32 Regular, fancy... 36 Basket-fired, medium... 31 Basket-fired, choice... 38 Basket-fired, fancy... 43 Nibs... 22 @ 24 Siftings... 9 @ 11 Fannings... 12 @ 14 Gunpowder Moyune, medium... 30 Moyune, choice... 32 Moyune, fancy... 40 Pingsuey, medium... 30 Pingsuey, choice... 30 Pingsuey, fancy... 40 Choice Young Hyson... 30 Fancy... 36 Oolong Formosa, fancy... 42 Amoy, medium... 25 English Breakfast Medium... 20 Choice... 30 Fancy... 40

9 India Ceylon, choice... 82 Fanny... 48 TOBACCO Fine Cut Cadillac... 54 Sweet Loms... 34 Hiawatha, 5lb. pails... 56 Hiawatha, 10lb. pails... 54 Telegram... 30 Pay Car... 33 Prairie Rose... 49 Protection... 40 Sweet Burley... 44 Tiger... 40 Plug Red Cross... 31 Palo... 37 Kyo... 35 Hiawatha... 44 Battle Ax... 37 American Eagle... 33 Standard Navy... 37 Spear Head 7 oz... 47 Spear Head 14 2-3 oz... 44 Jolly Tar... 39 Old Honesty... 39 Toddy... 34 J. T... 38 Piper Heidsieck... 66 Boot Jack... 80 Forey Dip Twist... 40 Black Standard... 38 Cadillac... 38 Forge... 40 Nickel Twist... 50 Smoking Sweet Core... 34 Flat Car... 32 Great Navy... 32 Warpath... 26 Bamboo, 16 oz... 25 I X I, 5 lb... 27 I X L, 16 oz, pails... 31 Honey Dew... 40 Old Block... 40 Flagman... 40 Chips... 33 Kiln Dried... 21 Duke's Mixture... 39 Duke's Cameo... 43 Myrtle Navy... 44 Yum Yum, 1 2-3 oz... 39 Yum Yum, 1lb. pails... 40 Cream... 38 Corn Cake, 2 1/2 oz... 24 Corn Cake, 1lb... 22 Plow Boy, 1 2-3 oz... 39 Plow Boy, 3 1/2 oz... 39 Peerless, 3 1/2 oz... 35 Peerless, 1 2-3 oz... 38 Air Brake... 36 Cant Hook... 30 Country Club... 32 Fox-XXXX... 28 Good Indian... 23 Self Binder... 20-22 Silver Foam... 34 TWINE Cotton, 3 ply... 22 Cotton, 4 ply... 22 Jute, 2 ply... 17 Hemp, 6 ply... 13 Flax, medium... 20 Wool, 1lb. balls... 6 1/2 VINEGAR Malt White Wine, 40 gr... 8 Malt White Wine, 80 gr... 11 Pure Cider, B & B... 11 Pure Cider, Red Star... 11 Pure Cider, Robinson... 10 Pure Cider, Silver... 10 WICKING No. 0 per gross... 30 No. 1 per gross... 40 No. 2 per gross... 50 No. 3 per gross... 75 WOODENWARE Baskets Bushels, wide band... 1 00 Bushels, wide... 1 25 Market... 1 25 Splint, large... 6 00 Splint, medium... 5 00 Splint, small... 4 00 Willow, Clothes, large... 7 25 Willow Clothes, med... 6 50 Willow Clothes, small... 5 50 Bradley Butter Boxes 2lb. size, 24 in case... 72 3lb. size, 16 in case... 63 5lb. size, 12 in case... 55 10lb. size, 6 in case... 60 Butter Plates No. 1 Oval, 250 in crate... 40 No. 2 Oval, 250 in crate... 45 No. 3 Oval, 250 in crate... 60 No. 5 Oval, 250 in crate... 60 Churns Barrel, 5 gal, each... 2 40 Barrel, 10 gal, each... 2 55 Barrel, 15 gal, each... 2 70 Clothes Pins Round head, 5 gross bx... 55 Round... 75 Egg Crates Humpty Dumpty... 2 40 No. 1, complete... 32 No. 2, complete... 18 Faucets Cork lined, 8 in... 65 Cork lined, 9 in... 75 Cork lined, 10 in... 85 Cedar, 8 in... 85 Mop Sticks Trojan Spring... 90 Eclipse patent spring... 85 No. 1 common... 75 No. 2 pat. brush holder... 75 12lb. cotton mop heads... 1 25 Ideal No. 7... 99

10 Pails 2-hoop Standard... 1 60 3-hoop Standard... 1 75 2-wire, Cable... 1 70 3-wire, Cable... 1 90 Cedar, all red, brass... 1 25 Paper, Eureka... 2 25 Fibre... 2 70 Toothpicks Hardwood... 2 50 Softwood... 2 75 Banquet... 1 50 Ideal... 1 50 Traps Mouse, wood, 2 holes... 22 Mouse, wood, 4 holes... 45 Mouse, wood, 6 holes... 70 Mouse, tin, 5 holes... 65 Rat, wood... 80 Rat, spring... 75 Tubs 20-in., Standard, No. 1... 7 00 18-in., Standard, No. 2... 6 00 16-in., Standard, No. 3... 5 00 20-in., Cable, No. 1... 7 50 18-in., Cable, No. 2... 6 50 16-in., Cable, No. 3... 5 50 No. 1 Fibre... 10 80 No. 2 Fibre... 9 45 No. 3 Fibre... 8 55 Wash Boards Bronze Globe... 2 50 Dewey... 1 75 Double Acme... 2 75 Single Acme... 2 25 Double Peerless... 3 25 Single Peerless... 2 50 Northern Queen... 2 50 Double Duplex... 3 00 Good Luck... 2 75 Universal... 2 25 Window Cleaners 12 in... 1 65 14 in... 1 85 16 in... 2 30 Wood Bowls 11 in. Butter... 75 13 in. Butter... 1 15 15 in. Butter... 2 00 17 in. Butter... 3 25 19 in. Butter... 4 75 Assorted 13-15-17... 2 25 Assorted 15-17-19... 3 25 WRAPPING PAPER Common Straw... 1 1/2 Fibre Manila, white... 2 1/4 Fibre Manila, colored... 4 No. 1 Manila... 4 Cream Manila... 3 1/2 Butcher's Manila... 2 1/2 Wax Butter, short c't'n... 3 Wax Butter, full count... 20 Wax Butter, rolls... 15 YEAST CAKE Magic, 3 doz... 1 15 Sunlight, 3 doz... 1 00 Sunlight, 1 1/2 doz... 50 Yeast Foam, 3 doz... 1 15 Yeast Cream, 3 doz... 1 00 Yeast Foam, 1 1/2 doz... 58 FRESH FISH Per lb. Jumbo Whitefish... 11 @ 12 No. 1 Whitefish... @ 9 Trout... @ 9 1/2 Black Bass... @ 12 @ 12 1/2 Bluefish... @ 11 @ 12 Live Lobster... @ 22 Boiled Lobster... @ 23 Cod... @ 12 1/2 Haddock... @ 8 No. Pickled... @ 9 Pike... @ 7 Perch, dressed... @ 7 Smoked White... @ 12 1/2 Red Snapper... @ Col. River Salmon... 13 @ 14 Mackerel... 15 @ 16 OYSTERS Per can F H Counts... 35 Extra Selects... 28 Selects... 23 Perfection Standards... 22 Anchors... 20 Favorites... 18 Bulk Oysters. F H Counts... 1 75 Extra Selects... 1 60 Selects... 1 50 Perfection Standards... 1 20 Plain Standards... 1 15 Clams Shell Goods Per 100 Clams... 1 25 Oysters... 1 25 HIDES AND PELTS Hides Green No. 1... 9 Green No. 2... 8 Cured No. 1... 10 1/2 Cured No. 2... 9 1/2 Calfskins, green No. 1... 12 Calfskins, green No. 2... 10 1/2 Calfskins, cured No. 1... 13 1/2 Calfskins, cured No. 2... 12 Steer Hides, 6 1/2 s. over... 10 1/2 Pelts Old Wool... 15 @ 1 50 Lamb... 15 @ 1 50 Shearings... 25 @ 80 Tallow No. 1... @ 4 1/2 No. 2... @ 3 1/2

11 Wool Washed, fine... @ Unwashed, medium... 22 @ 27 Unwashed, fine... 14 @ 20 Washed, medium... @ 32 CONFECTIONS Stick Candy Standard... 7 1/2 Standard H. H... 7 1/2 Standard Twist... 8 Cut Leaf... 9 Jumbo, 32lb... cases 7 1/2 Extra H. H... 9 Boston Cream... 10 Old Time Sugar stick... 30 lb. case... 12 Mixed Candy Grocers... 6 Competition... 7 Special... 7 1/2 Conserve... 7 1/2 Royal... 8 1/2 Ribbon... 9 Broken... 8 Cut Leaf... 8 English Rock... 8 Kindergarten... 8 1/4 Bon Ton Cream... 8 1/4 French Cream... 9 Star... 11 Hand made Cream... 14 1/2 Premie Cream mixed... 12 1/2 Fancy-In Pails O F Horehound Drop... 10 Gypsy Hearts... 14 Coco Bon Bons... 7 1/2 Fudge Squares... 12 Peanut Squares... 9 Sugared Peanuts... 11 Salted Peanuts... 11 Starlight Kisses... 10 San Blas Goodies... 12 Lozenges, plain... 1 Lozenges, printed... 10 Champion Chocolate... 11 Eclipse Chocolates... 11 Quintette Chocolates... 12 Champion Gum Drops... 8 Moss Drops... 9 Lemon Sours... 9 Imperials... 9 Ital. Cream Opera... 12 Ital. Cream Bon Bons... 12 20 lb. pails... 12 Molasses Chews, 15lb... cases... 12 Golden Waffles... 12 Fancy-In 5lb. Boxes Lemon Sours... 50 Peppermint Drops... 60 Chocolate Drops... 60 H. M. Choc. Drops... 85 H. M. Choc. Lt. and Dark No. 12... 1 07 Brilliant Gum Drops... 60 A. A. Licorice Drops... 90 Lozenges, plain... 55 Lozenges, printed... 60 Imperials... 55 Mottos... 60 Cream Bar... 55 Molasses Bar... 55 Hand Made Cr'ms... 80 @ 90 Cream Buttons, Pep and Wintergreen... 65 String Rock... 80 Wintergreen Berries... 55 Old Time Assorted... 2 50 lb. case... 3 25 Up-to-Date Assmt... 32 lb. case... 3 50 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize... 18 Gold Medal Chocolate Almonds... 18 Chocolate Nugatines... 18 Quadruple Chocolate... 15 Violet Cream Cakes, bx 90 Gold Medal Creams... 13 1/2 @ 13 1/2 Pop Corn Dandy Smack, 24s... 65 Dandy Smack, 100s... 2 75 Pop Corn Fritters, 100s... 50 Pop Corn Toast, 100s... 3 00 Cracker Jack... 3 00 Pop Corn Balls, 200s... 1 39 NUTS Whole Almonds, Warragona... 15 Almonds, Ivica... 15 Almonds, California sft shell, new... 15 @ 16 Brazils... @ Filberts... 12 Cal. No. 1... 14 @ 15 Walnuts, soft shelled, Walnuts, new Chili... 12 Table Nuts, fancy... 13 Pecans, Med... 10 Pecans, Ex. Large... 11 Pecans, Jumbos... 12 Hickory Nuts per bu... Ohio new... 1 75 Cocomanuts... 4 Chestnut, New York State, per bu... Shelled Spanish Peanuts 6 1/2 @ 7 Pecan Halves... 4 Walnut Halves... 28 Filbert Meats... 25 Alicante Almonds... 33 Jordan Almonds... 47 Peanuts Fancy H. P. Suns... 6 1/2 Fancy, H. P. Suns, Roasted... @ 7 1/2 Choice H. P. Jbe... @ 7 1/2 Choice, H. P. Jumb... @ bo, Roasted... @

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER



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

Royal



10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 1300
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 14 oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



Sunlight Flakes
Per case\$4 00
Wheat Grits
Cases, 24 2 lb. pack's. \$2 00

CIGARS



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

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case. 2 60
85 1/4 lb pkg. per case. 2 60
38 1/4 lb pkg. per case. 2 60
16 1/4 lb pkg. per case. 2 60

FRESH MEATS

Beef
Carcass 3 1/2 @ 6 1/2
Forequarters. . . . 4 @ 5 1/2
Hindquarters 5 @ 8
Loins 7 1/2 @ 12
Ribs 7 @ 10
Rounds 5 @ 6
Chucks 4 @ 4 1/2
Plates @ 3 1/2
Pork
Dressed 5 1/2 @ 5 1/2
Loins @ 8
Boston Butts @ 6 1/2
Shoulders @ 7
Leaf Lard @ 7 1/2
Mutton
Carcass 5 @ 5 1/2
Lamb's 6 @ 8
Veal
Carcass 5 1/2 @ 8



CORN SYRUP

24 10c cans1 84
12 25c cans2 20
4 50c cans3 30

COFFEE

Roasted
Dwinell-Wright Co.'s Bds



White House, 1 lb.....
White House, 2 lb.....
Excelsior, M & J, 1 lb...
Excelsior, M & J, 2 lb...
Tip Top, M & J, 1 lb....
Royal Java
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination ...

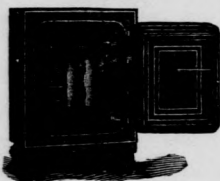
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CONDENSED MILK

4 doz. in case
Gall Borden Eagle..... 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

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Full line of the celebrated
Diebold fire and burglar
proof safes kept in stock
by the Tradesman Com-
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sizes on hand at all times
—twice as many safes as
are carried by any other
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Superior Stock Food Co.,
Ltd.
\$.50 carton, 36 in box.10.80
1.00 carton, 18 in box.10.80
12 1/2 lb. cloth sacks.. .84
25 lb. cloth sacks... 1.65
50 lb. cloth sacks... 3.15
100 lb. cloth sacks... 6.00
Peck measure90
1/2 bu. measure..... 1.80
12 1/2 lb. sack Cal meal .39
25 lb. sack Cal meal.. .75
F. O. R. Plainwal Mich

SOAP

Leaver Soap Co.'s Brands



1. cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand



Black Hawk, one box.. 2 50
Black Hawk, five bxs. 2 40
Black Hawk, ten bxs. 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

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by using
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We
manufacture
four kinds
of
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Tradesman Company
Grand Rapids

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with much more satisfaction than you can
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New York Chicago St. Louis



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B. SPINNEY, M. D., the only
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has had forty-eight years experi-
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the medical college, ten years in
sanitarium work and he never
fails in his diagnosis. He gives
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less trouble than any other brand
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Send now for description of our Inven-
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BUSINESS CHANCES.

For Sale or Rent—Two-story corner brick building in Iowa town of 3,000, suitable for grocery and feed store. Will sell cheap. Reasons given. Address Dr. E. B. Rogers, Waterloo, Iowa. 65

Drug stock for sale in one of the best towns in Michigan; price \$2,000; will invoice \$3,500. Write or call E. C. Harner, 115 Pipestone, Benton Harbor, Mich. 66

For Sale—Old established dry goods and grocery business in the liveliest town in Michigan. Population 3,000. County seat and rich farming territory. Stock invoices \$8,000, but can be reduced to suit purchaser. Best location in town. Best of reasons for selling. An unusual opportunity to the party who means business. No trades considered. Cash deal only. Address No. 69, care Michigan Tradesman. 69

For Sale—An old, large and well-established real estate, farm loan, abstract and insurance business, Central Minnesota. Only set of abstract of titles in county. Address P. O. Box 124, Long Prairie, Minn. 70

For Rent in Williamsport, Pa., modern corner store room, 45x80 feet, with gallery; eight modern show windows, best location; 43,000 inhabitants; specially desirable for clothing, dry goods or first-class mercantile business; possession March 1. Abe Hart, Williamsport, Pa. 71

For Sale—Stock of groceries, will invoice \$500. Will rent store and fixtures. Good reason given for selling. Address No. 72, care Michigan Tradesman. 72

We have a complete graphophone outfit for correspondence use for sale at a bargain. J. E. Bartlett Co., Jackson, Mich. 74

For Rent—Good two-story brick store building. Good location. Electric lights. Rent reasonable. Lively business town of 2,000 inhabitants. E. F. Roe, Portland, Mich. 74

For Sale—Second-hand Black Diamond baking oven \$100—capacity 200 loaves. J. E. Bartlett, Jackson, Mich. 73

For Rent—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 850 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—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. 46

For Sale—Drug stock; large, live Iowa town; invoice about eight thousand; daily cash sales fifty dollars. Owner retiring. Bargain. Minnesota Realty Co., Oakland, Minn. 45

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. 44

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. 34

For Sale—Fresh stock groceries, located in best shop town in Southern Michigan. Good trade location. Other business. Address No. 32, care Michigan Tradesman. 32

For Sale—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

For Sale—Boilers 1 to 125 H. P., tanks all sizes. Address John Crowley, Jackson, Mich. 40

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 and price, anywhere. We want to do business for you and can convince you that we know our business. Write to-day for our plans. Do it now. If you want to buy any kind of property write us your wants and we will take pleasure in filling them. Address Central Association, LaGrange, Ind. 37

For Sale—A good paying feed business, including corn meal mill. Will sell or lease property. Address Leidy S. Dupue, Washington, D. C. 39

Flour Mill—Want to rent small water power mill; if suited, would buy at end of year; in answering kindly give full description, price and terms, location, etc. M. W. Morton, Kalamazoo, Mich. 59

For Sale—A good clean stock of hardware with tin shop in connection in a town of 1,500 population. Good surrounding farming country. A bargain for the right man. Address A. K. 7, Michigan Tradesman, Grand Rapids, Mich. 17

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. 925

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—A clean new stock of clothing, shoes and furnishings in a hustling town of 1,300. Two good factories and a prosperous farming country. Trade last year over \$15,000 cash. Stock will invoice about \$9,000. Ill health the cause of selling and must be sold quick. Cash deal. Address No. 161, care Michigan Tradesman. 961

For Sale—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 20x80 inside. Plate glass front; excellent location on main business street. No. 47 East 8th St. Has freight elevator; now occupied by 5 and 10c store. Possession given Nov. 1st. Address C. J. DeRoo, Cor. Ottawa and Grand Sts., Lansing, Mich. 928

For Sale—Shoe store, all new goods. Location the best. Write or see John Gysie, Columbus, Indiana. 976

Sell your real estate or business for cash. I can get a buyer for you very promptly. My methods are distinctly different and a decided improvement over those of others. It makes no difference where your property is located, send me full description and lowest cash price and I will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland, 1261 Adams Express Building, Chicago. 899

200 Ferrets for Sale—Best stock. Write for price. Lewis DeKleine, Jamestown Mich. 936

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

For Sale—Stock of hardware, paints and wall paper, invoicing \$1,500. Town 800 population, surrounded by best farming country in the State. Best of reasons for selling. Address No. 969, care Michigan Tradesman. 969

For Sale—Good up-to-date stock of general merchandise; store building; well established business. Stock will invoice \$5,000. Located in hustling Northern Michigan town. Address No. 744, care Michigan Tradesman. 744

Wanted—To buy clean stock general merchandise. Give full particulars. Address No. 999, care Michigan Tradesman. 999

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 invoice about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

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—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

Wanted—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

For Sale For Cash Only—Stock of general merchandise with fixtures. Established ten years. Good country trade. Reason for selling, other business. Don't write unless you mean business. C. F. Hosmer, Mattawan, Mich. 959

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—A store management by a man of all around business qualifications, in a good, active Michigan town, after January first. Address Method, care Michigan Tradesman. 68

Wanted—By an experienced man, a city salesmanship in Grand Rapids, after January first. Address Activity, care Michigan Tradesman. 67

Wanted—Position as salesman in retail hardware store. Have had ten years experience. Address Box 367, Kalkaska Mich. 466

HELP WANTED.

Wanted, about January 1st, registered pharmacist, one with city experience preferred. Address P., care Michigan Tradesman. 73

Man to Travel—References required; salary \$21 per week; expenses advanced. J. S. Zeigler & Co., 328 Dearborn St., Chicago, Ill. 63

Wanted—Salesmen to carry our brooms as side line. Good goods at low prices; plenty of sales. Liberal commission. Address 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—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 clothing, hat, cap and furnishing goods store. An American, unmarried, of good address, a good salesman and stock-keeper, who is apt in decoration and window trimming, a bright, genial, active worker. Address, giving references stating salary expected, experience, etc., Hamilton Clothing Co., Traverse City, Mich. 38

AUCTIONEERS AND TRADERS

Merchants—Are you desirous of closing out your stock or having a reduction sale? We positively guarantee a profit on all reduction sales and 100 cents on the dollar above expenses on a closing out sale. We can furnish you with references from hundreds of merchants and the largest wholesale houses in the West. Write us to-day for further information. J. H. Hart & Co., 242 Market St., Chicago, Ill. 871

Special and Auction Sale Facts—We sell the stock. We get you every dollar your stock is worth. A record of thirteen years that stands pre-eminent. We do not tell you one thing and do another. Our reputation is at stake, therefore good service. We are instructors of merchandise selling at Jones' College of Auctioneering at Davenport, Iowa, therefore we must be thoroughly competent. Look us up there as well as the hundreds of merchants for whom we have sold. Our free advertising system saves you many a dollar. Write us, we can lift the burden. The A. W. Thomas Auction Co., 477 Wabash ave., Chicago. 30

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

J. L. McKennan & Co., the Hoosier Hustlers—the noted merchandise auctioneers—carry the largest book of reference of any firm in the United States. Now sewing stock for F. S. Gold, Stromsburg, Neb. 27

Merchants—Are you desirous of closing out your stock or having a reduction sale? We positively guarantee a profit on all reduction sales and 100 cents on the dollar above expenses on a closing out sale. We can furnish you with references from hundreds of merchants and the largest wholesale houses in the West. Write us to-day for further information. J. H. Hart & Co., 242 Market St., Chicago, Ill. 871

MISCELLANEOUS.

Smallpox Sure Cure—In from three to five days. Leaves no marks. Perfectly harmless. Send 25 cents for particulars and recipe. Florentine Supply Co., 108 Shelby St., New Albany, Ind. 31

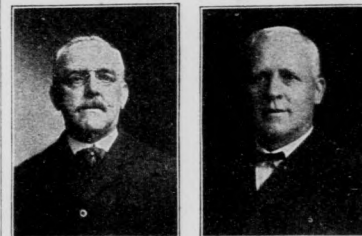
Brother Merchant—Your hands make you a living, but brains make you money. A postal card to Box 353, Crown Point, Ind., brings you brainy news. 26

Wanted—Everyone troubled with Asthma to send 15 cents for a sample bottle of Asthma Remedy. It has never failed to give relief. Address W. S. Wierfelt, Florence, Colorado. 963

To Exchange—80 acre farm 3/4 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Want Ads continued on next page

Modern Money Making Methods



J. S. TAYLOR F. M. SMITH

Absolutely Perfect Satisfaction Guaranteed

"Merchants" wishing to reduce or close out entirely their stocks, our up-to-date methods of advertising and selling are unequalled. We leave no "odds and ends," it costs you nothing to ascertain this fact; write us at once for particulars and dates. TAYLOR & SMITH, 53 River St., Chicago. "Bank references."

Cold Facts Served Hot

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make
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Tradesman Company
ENGRAVERS
GRAND RAPIDS, MICH.

The Produce Market.

Apples—Prices range from \$1.75@2.25 per bbl., according to quality and variety.

Bananas—\$1@1.25 for small bunches; \$1.50@1.60 for Jumbos. The demand is seasonable, which means that it is curtailed somewhat by the weather. The first few cold days always cut down the fruit trade. After the winter is an established fact shipments and business generally run along more smoothly.

Beets—40c per bu.

Butter—Creameries have advanced 1½c, being now strongly held on the basis of 26½c for choice and 27½c for fancy. Dairy grades are also stronger and about 1c higher than a week ago, fetching 20@21c for No. 1 and 15@16c for packing stock. Renovated is in active demand at 20@21c.

Cabbage—35c per doz.

Carrots—40c per bu.

Celery—25c per doz. bunches.

Cranberries—Cape Cods are strong at \$7.25 for Late Blacks and \$8.25 for Howes.

Eggs—Receipts of strictly fresh are so small that they cut very little figure in the aggregate movement. Nor do receipts grade high. It takes perhaps four cases of the best current receipts to make one of "new laid," or the first quality. Then the price of the top grade is getting so high that the demand is curtailed considerably. So-called fresh command 24@25c for case count and 26@27c for canded. Storage is moving freely at 21@22c.

Game—Dealers pay \$1@1.25 for pigeons and \$1.20@1.35 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 \$3.75 per box; Californias fetch \$4. This is the beginning of the heavy producing season and the demand is naturally lighter with cold weather.

Lettuce—Hot house fetches 15c per lb.

Onions—The price is strong and higher, choice stock fetching 85c per bu.

Oranges—Floridas fetch \$2.75; Jamaicas, \$2.50; California Navels, \$3. The prospects are for a very satisfactory season in the orange business. The trust has dissolved and there will probably be none of the cut-throat competition methods that demoralized things last year. Floridas are on the market, of course, and are being taken by the trade that desires a sweeter orange than the early navels.

Parsley—25c per dozen bunches.

Potatoes—The price ranges from 25@30c, depending on local competition rather than outside demand. The chief feature of the market is dullness. No radical fluctuations are looked for before spring. At that time it may become evident that the crop is running short or over, or that stock did not keep and then prices will change, but until then nothing is looking for but a possibly gradual advance as the handling becomes more difficult.

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

Poultry—Receipts are light and the demand is steady, in consequence of which the market is strong. Dealers pay as follows for dressed—drawn and heads off: Chickens, 11@12c; fowls, 10@11c; young turkeys, 17@18c; old turkeys, 16@17c; young ducks, 13@14c; young geese, 10@11c; squabs, \$2@2.50.

Radishes—25c per doz. for hot house.

Squash—1c per lb. for Hubbard.

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

Turnips—40c per bu.

Detailed Review of the Grain Market.

There has been quite a change in sentiment with regard to value of wheat since our last report. News of damages to growing crops in Argentine and Australia, continued drouth in the South and Southwest and improved milling demand have brought about a sharp reaction in price and an advance of about 5c per bushel from the low point on the recent decline. In the face of all this the visible supply shows an increase the past week of 1,265,000 bushels, stocks of wheat at Minneapolis alone being reported as 11,300,000 bushels, as compared with 7,727,000 bushels at the same time last year. The receipts of wheat, however, from first hands have been comparatively light and sample wheat of good milling quality has been in good demand and at fair prices. One sale of 5,000 bushels of No. 4 hard wheat was reported in Chicago to go to Kansas City, which was practically returning the wheat whence it has been shipped the past three or four months in large quantities. Can it be possible that the Southwest has sold itself short of its requirements for the remainder of the crop year?

The receipts of corn have been increasing rapidly and the quality is much improved. At the same time there is a large amount of poor corn being loaded and shipped into Eastern markets, which will without question arrive out of condition. Much depends on the weather, however, for should the weather continue mild throughout December much of these shipments will arrive at destination practically worthless. Great care should be exercised, therefore, in purchases of corn for the next month at least. Corn continues to decline in price, showing a loss of about 2c per bushel for the week.

Oats have declined slightly, in sympathy with corn. The movement has been moderate and the demand has been sufficient to take care of all offerings. Futures have shown a loss of ½c for the week.

The movement of beans continues liberal, but the quality is far inferior to early deliveries. Many lots offered now are picking heavy, ten to fifteen pounds, while the earlier offerings were light at one to two pounds loss to the bushel. The price has steadied up somewhat and the demand is good. L. Fred Peabody.

Love leaps over the lines of liking.

Increase in Fire Hazard from Holiday Decorations.

The use of Christmas greens, harvest specimens, and other inflammable material, such as draperies, scenery, cotton to represent snow, and the like—especially in connection with electric and other lights—is a decided increase in the fire hazard, it being impossible to make displays of that nature perfectly safe.

One of the conditions of the insurance policy is that:

"This entire policy, unless otherwise provided by agreement, endorsed hereon or added hereto, shall be void, if the hazard be increased by any means within the control or knowledge of the assured."

The making of such displays would, therefore, under a strict interpretation of the conditions of the policy, render the contract of insurance void, unless the policy were endorsed with a special permission for the increased hazard, which should be granted only in consideration of an additional premium, commensurate with the hazard.

To guard against fire with its consequent loss of life and property and impairment of your business it is necessary to exercise every possible effort to avoid it. It is recommended that you call your employes together and caution them along the following lines:

1. To acquaint themselves with the location and use of fire apparatus in the store; to see that such apparatus is in working order, that same may be quickly and successfully used in case of fire.

2. Do not attach material of any kind to electric wires; allow no paper or combustible shades to be attached to globes and in show windows particularly keep material of all sorts free from wire and globes. Any changes in your electrical equipment should be approved by the city electrician, or the insurance inspector.

3. Request customers to refrain from smoking or bringing lighted cigars or cigarettes into your store. "No Smoking" signs should be prominently displayed.

4. Great care should be exercised as to disposition of paper, boxes, rubbish, packing material and similar combustibles.

5. You should arrange, during this busy season, to have all packing and surplus boxes and paper removed from premises every night.

6. After closing for the day an employe should be detailed to go over the entire building and report conditions to the management, and night-watchman should be instructed to make a similar report.

7. Do not store stock or material on stairways, landing or steps; keep bottom of elevator shaft clean and free from combustible material.

8. See that fire doors and shutters are operative and if not automatic detail an employe to close them before leaving premises each night.

9. Carelessness and untidiness especially are causes for many fires, and immediate attention given the line of

suggestions contained herein may be the means of preventing a fire in your peculiar risk.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Dec. 7—Creamery, fresh, 24@27c; storage, 22½@24½c; dairy, fresh, 16@23c; poor, 12@15c; roll, 18@20c.

Eggs—Canded, fresh, 32c; cold storage, 21½@22c; at mark, 20@21c.

Live Poultry—Chicks, 11@12c; fowls, 10@10½c; 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; mixed and red, 40@45c.

Rea & Witzig.

A Keen Retort.

He was one of those men who show the animal nature by forever growling over their meals.

"You should be glad to have such a nice wife," said the little woman across the table.

"I don't see why," he snarled. "You were husband-hunting when you bagged me."

His wife smiled sardonically.

"I used to think I was husband-hunting," she retorted, "but now I think I must have been bear-hunting."

Detroit—The Rapid Motor Vehicle Co., formerly a co-partnership, has filed articles of association with the county clerk, with Albert Marx, Barney Finn, Celia Grabowsky and Max Grabowsky as stockholders. The capital stock is \$100,000, of which \$3,000 has been paid in in cash and \$22,000 in other property, including the assets of the former business.

Newberry—Southfield Bros., who are building a sawmill along the Duluth, South Shore & Atlantic Railway west of this place, expect to have it in operation by December 10. The operators will purchase logs from farmers and will also cut lumber on shares. The mill will manufacture principally hemlock and hardwood lumber.

Religion has nothing at all to do with life when it has not something to do with all life.

BUSINESS CHANCES.

For Sale Cheap—Elegant grocery business, located in suburban store near large factories in rapid growing city. Store rent \$8 per month. Reason for selling going West. Address No. 76, care Michigan Tradesman. 76

For Sale or exchange for farm, good meat business in good town, county seat. Also some real estate in same town. Enquire of No. 77, care Michigan Tradesman. 77

For Sale—Grocery and meat market, involving about \$2,500. Slaughter house, team, harness, wagon, etc. Location in bustling town 1,200 population, in Southern Michigan. Reason for selling, other business. Address No. 74, care Michigan Tradesman. 74

Money Wanted—\$300 to obtain patents on valuable inventions. Will give five for one—that is, will give the first \$1,500 realized from all the patents. Balance to be mine. C. S. Langton, Olney, Ill. 75