

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 21, 1904

Number 1109

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SPECIAL FEATURES.

- Page.
2. Consistent Hebrews.
4. Around the State.
5. Grand Rapids Gossip.
6. Window Trimming.
8. Editorial.
9. Proposed Pharmacy Law.
12. State Inspection.
14. Dry Goods.
16. Hardware.
17. Representative Retailers.
18. Others' Experience.
19. Fortune's Foundation.
20. Woman's World.
22. Braids and Buttons.
23. Belts and Buckles.
24. Looking Backward.
26. Canned Salmon.
28. Getting Started.
30. Turkish Cigarettes.
31. Respect for the Law.
32. Out of Work.
34. Shoes.
36. A Baker's Dozen.
38. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

THE PUBLIC BE DAMNED.

The Tradesman is in receipt of the following letter from J. C. Culkins, General Chairman of the Order of Railroad Telegraphers, with headquarters at Albion:

After reading an article in your paper of Nov. 30, headed "Inviting Disaster," and as a representative of the telegraphers on the Michigan Central, I wish to say that this article does us an injustice as well as the Michigan Central Railroad Company, inasmuch as it was at the request of the operators that Sunday work was dispensed with as much as possible, and to compel the operators to remain on duty all day Sunday would be a great hardship. Further, I wish to state that no accident can occur under the Michigan Central System of running trains by telegraph. If, for any reason, a train should require an order, such a train would be required to remain at a station until such an order was secured, which might delay the train considerably, but under no circumstances could it result in a disaster. I trust you will correct this article, as it would give the public a wrong impression as to the probability of a disaster. It also might cause the operators to remain on duty all day Sunday.

In the light of this statement, the Tradesman feels that it was fully justified in the severe criticism it offered on the Michigan Central Railway system for neglecting or failing to maintain regular telegraph service at the large towns on the line of the system on Sunday. If the railroad finds it necessary to run trains on Sunday, either to satisfy the greed of the stockholders or to cater to the convenience of the public, or both, it should maintain just as efficient telegraph service on that day as it does on any other day in the week.

The original criticism was suggested by the experience of the writer while waiting for a west bound train on a recent Sabbath day at Battle Creek. The train was two hours late and eighty passengers anxiously awaited its arrival. No one was able to tell where the train was, whether a wreck had occurred, whether west bound connections would be made or whether the train had been cancelled altogether, and for two hours those

eighty people sat in suspense, listening to the predictions of disaster made by the local employees of the system in consequence of the trains running without adequate orders, while telegraph operator would have been able to relieve them of their anxiety in a single moment.

The official explanation of the situation plainly shows that this annoyance and uneasiness are due to the action of the telegraph operators themselves. In other words, it is more important, in the minds of the telegraph operators, that they should have a day off to go fishing or hunting, than that eighty people should have the information which justly belongs to them by reason of the patronage they are according a road which is willing to run Sunday trains.

Evidently the world-famous expression of Wm. H. Vanderbilt, "The Public Be Damned," is shared by the telegraph operators as well as by the originator of the remark and the former head of the system.

The moral is plain to all: If you are well insured and prepared to meet your Maker, make it a point to travel on the main line of the Michigan Central on Sunday.

It happened in Michigan many years ago in the days when even the smallest village had its shoe manufacturer. Mr. A. was in more senses than one a man of large understanding. He called at the shoe shop one day to be measured for a pair of boots. When he had stripped his foot and everything was in readiness the shoemaker, seized by a sudden desire for fresh air or else realizing for once his cramped quarters, requested Mr. A. to step out on the porch to be measured. The joke on Mr. A. was one which never would down, and to this day whenever the subject of large feet is mentioned the story is retold how the community once had a resident whose feet were so large that the shoemaker couldn't get around them in his shop and he had to go into the street to be measured.

A family for a business man is like ballast to a balloon, prevent him from rising too rapidly, thus rendering his ascent steady and graceful. On the other hand the bad habits or extravagance which the unmarried may attach to himself is like the drag which, catching on trees or vegetation, keeps the aeronaut's car swaying and jerking about in imminent danger of pitching its occupant down to destruction.

Pennies make dollars, if there are enough of them; but some men grow so near-sighted watching for the pennies they are unable to see the dollars.

GENERAL TRADE REVIEW.

As indicating the extent to which the speculative markets may become independent of the industrial conditions upon which they are supposed to depend, the present reaction and semi-panic spirit continue in the face of almost universal improvement in manufacturing and trade conditions. The fact that several of the heaviest losers in the reaction are bringing action in the courts to punish the man whose alleged slanders are claimed to be responsible for the reaction indicates a willingness to have the light of court enquiry turned upon the methods and conditions of the great companies, although many will claim the action to be merely a bluff. Since the second setback the volume of trade has become very small and operators seem to have made up their minds that nothing of importance will be doing until after the holidays. The injury to the public, which had come into the field to a greater extent than for years, is too extensive to be soon overcome. It is talked that when annual reports and dividend disbursements are over the confidence of buyers will be restored, and that there is little to do meanwhile but make the best of the situation.

General trade conditions continue favorable in nearly every field. Reports of foreign trade for November showed exports of merchandise to exceed any corresponding period on record. This is the more remarkable in view of the fact that the export of food stuffs, on which that season usually depends, was very small. The explanation is found in the unprecedented increase of manufactures for foreign consumption, a most significant indication for the future of our industrial production.

Trade for the holiday season is more than meeting all expectations. Seasonable woolen and heavy wear trade is good in all lines and the buying of holiday goods promises to break many records. And with this is to be noted that there is no diminution of preparation for the work of the new year, orders in iron and steel, for instance, indicating that railway betterment and expansion will be on the increase. Woolen manufacture is more assured than for a long time past and the outlook for cotton is constantly improving. The Fall River mills are still slow in resuming, but prospects of a final settlement of the labor dispute are better than at any time since the trouble began. Boot and shoe orders have not been as numerous since the advance, but this is to be expected in view of the long activity of past months.

Time is a sacred thing.

CONSISTENT HEBREWS

Can Not Acknowledge the Ideas Which Christmas Embodies.

No festival of the Christian church has become so popular, none exerts so great an influence upon the people and makes itself felt so strongly in all relations of business and social life, as Christmas. It is therefore of interest to learn how this festival is regarded by so large an element of our population as the Jews, and what position they take towards it.

While it can not be denied that some of them do not hesitate to introduce it into their families, and to have Christmas parties and Christmas trees for their children, yet such are rare exceptions, occurring among those who regard their religion with the utmost indifference and are Jews in little except the name. The overwhelming majority of the Jews very properly feel that, with all its delightful features, the day embodies thoughts and represents ideas which the Jew who knows Jewish history and to whom his religion is a matter of serious concern can not consistently entertain.

A hasty review of the origin and development of Christmas will tend to prove the correctness of this assertion.

It is a well known fact that Christmas is the latest of the high festivals introduced by the Christian church. Until late in the fourth century it was not thought of even as a church celebration, and until recently great opposition was made against that part of the festivities which appeals most strongly to the imagination and makes the deepest impression upon the human heart.

When Christianity by the force of arms was spread among the heathen nations, the latter were often unwilling to give up their religious observances, which were dear to them, but an abomination in the eyes of the Christian priests and missionaries. When the latter saw that the objectionable rites could not be exterminated, they made a compromise, allowing the heathen practices a new lease of life on condition that their significations must be changed and that, instead of the old gods of nature worship, Christian ideas and events should be remembered thereby.

The 25th day of December was a very ancient holy day, because most of the heathen nations regarded the winter solstice as the beginning of the new life and activity of the powers of nature. The Romans, the Celts and especially the Teutonic races, celebrated this midwinter festival as the birth or regeneration of the sun-god with great rejoicing and frolic. Many symbolical customs gave expression to the gladness felt on account of the returning new light after its threatened departure. When it was found useless to attempt its extermination, the festival of the winter solstice was allowed to be kept as before, but for the birth of the sun-god the celebration of the birthday of the Christ was substituted. This was done in the last quarter of

the fourth century and not without strong opposition. Some very prominent Fathers of the church urged the impropriety of such celebration, as the birthday of none of the great Jewish men had ever even been mentioned.

And even after the church festival had been firmly established the protest against keeping it as a day of merry jollification was continued with unabated force. Strictly Calvinistic Christians in England, Scotland and America, up to recent years, decried it as heathenish. In Latin countries it was formerly scarcely known. To this day in France presents are given not on Christmas but on New Year's day, and the Christmas tree, introduced in America only within the memory of the present generation, gives plain evidence of the Teutonic origin. Tree worship was common among all the Germanic tribes. The great oak at Wetzlar, hewed down by Boniface, the Apostle of the Germans, at the cost of his life, was dedicated to the thunder god. And when it was found that the Germans could not be weaned from their love of their sacred groves, many an old tree was saved from destruction by being decorated with images of the Virgin Mary, some of which can still be seen in many parts of Southern Germany and Austria. The old Anglo-Saxons were taught by the priests to burn the holy tree of paganism on the Christmas day, and so the burning of the yule-block was introduced, which practice still survives. Where the people tenaciously clung to the ancient custom of placing the tree in their houses, the priests changed its meaning, saying that it stood for the seven-branched candlestick of the Jewish temple, to which it has some resemblance, and called it Christmas tree. In the same manner the old pagan knight Rupert was transformed into the children's patron Saint Nicholas or Santa Claus.

But of greater importance than the primitive character and root of the feast is that which it now symbolizes.

It is true, in ever-widening circles, Christmas is assuming the character of a National holiday rather than a religious celebration. Many eminent Christian theologians admit that the story upon which it is now founded can not stand the test of critical investigation. Liberal Christians, in many instances, observe the day as a beautiful family feast without any religious color. All this may be admitted. But stress must be laid not upon the construction given to it by the select classes of the highest intelligence and of advanced liberal views, but upon the impression prevailing among the millions, which is kept alive and strengthened by all educational agencies.

The story of the birth of the babe of Bethlehem which first proclaimed peace on earth and good will to men is rehearsed annually in every church, is constantly taught in the Sunday schools, is repeated in the newspapers and the masses of the people take it for granted that every sensible and well-meaning person must believe it, and take it for sheer

blindness or stubbornness and stiffness of the neck that the Jews persistently refuse to adopt it.

The Jew themselves have a festival corresponding in time, and some features of its observance with the Christmas day. It is the Feast of Lights, the Chanukah, which falls on the 25th day of the month of the winter solstice. Although there is a strong probability that its origin also sprung from the common root of pagan nature-worship, since the year 164 B. C. it has been observed in memory of the victory gained by the Maccabees for the freedom of religious worship against the persecution of the Syrian King, Antiochus Epiphanes, which threatened to extinguish the Jewish faith.

For over 2,000 years the Jews have shunned the method of compelling others to accept doctrines and to conform with ritual practices against their own will and conviction. The universalistic spirit of their greatest prophets remained alive within them insofar that they taught that salvation does not depend on faith, but on the practice of justice and love. While therefore constantly developing their own religion towards greater perfection, they were never faced with the temptation of making compromises with pagan religious practice, or with opinions in conflict with their own. They could stand by calmly and bide their time until by the progress of science, the growth of knowledge and intelligence and the advancement of civilization the human race would discard old prejudices and superstitions and approach that pure faith of which they have been so long the living representatives and the suffering martyrs.

The Jews take the utmost delight in the growth of "peace on earth and good will to man," of which Christmas is an expression to millions of Christians; but they need not and can not therefore introduce Christmas into their families, because this very love and charity is the fundamental spirit of their own religion and was its spirit before Christianity learned it from Judaism. The same message of love, the same glad tidings, are bone of our bone and flesh of our flesh. The universal peace and good will was announced by the Jewish prophets hundreds of years before Christ, has been expected by them as their sweetest hope, not, however, as a sudden and miraculous appearance, as a supernatural birth, but as the ultimate result of a slow evolution to be achieved by the gradual progress and education of mankind to genuine religion.

The Jews will continue to celebrate their own festival because it gives a clear expression to this their fundamental principle and bodies forth a greater and more elevated charity than even that advocated by Christmas.

Christmas celebrates the birth of him who is said to have brought peace and good will as a new revelation suddenly and all at once, while the Jews by their Feast of Lights proclaim that sentiment which alone makes those lofty ideals obtainable.

The Jewish festival is devoted to that which is dearest to the Jew, to freedom of conscience. For freedom of conscience the Maccabees drew their sword and their victory was the first one achieved in the world's history for independence of thinking. This sentiment furthers the highest charity, which proves that the love preached is not confined by any limitations, the charity for men's opinions, the charity for those who differ from us in creed and dogma. The peace and good will proclaimed by the angels' tongues has not yet been extended to them who refused to accept the belief of its messengers, and, in spite of the growing enlightenment, such Christians are still the exception as, with heart and soul, are willing to include therein the descendants of those in whose midst the Christ is said to have lived and taught.

Therefore the Jews may well continue to celebrate that glorious victory which opened the door to real good will, to that most exalted charity which is free from all exclusiveness and is truly universal.

The little unassuming Chanukah candles of the Jews which have thrown their beams so far may still compete with the more pretentious Christmas trees of their neighbors. If anywhere on earth there is a propitious soil for the growth of brotherly love and kindly feeling for all men, it is in our beloved country. Here in America, where independence of thinking is fostered, we have good reason to hope that the light of true humanity will soon be kindled in all habitations, proclaiming glory to the Highest and good will to all men without any discrimination. When that day dawns, then both the Jewish and the Christian festival will have fulfilled their mission, and a new Feast of Light will be celebrated which will unite all men in one covenant of love under the protection of the common Father.

Rabbi Max Landsberg.

Recent Business Changes in the Hoosier State.

Crawfordsville—Shaw, Fink & Co. succeed Fink & Easley in the meat business.

Farmers' Retreat—M. C. Linkmeyer is to conduct the general store formerly managed by Chas. A. Opp.

Indianapolis—The stock of Geo. W. Cummins & Co., commission produce dealers, has been damaged by fire.

Indianapolis—Chas. W. Fryberger succeeds Fryberger & Wilde, who recently carried a stock of hardware, bicycles, etc.

Indianapolis — The Glosbrenner-Dodge Co., wholesaler of butter and eggs, has merged its business into a stock company under the same style. Mitchell—O. R. Mathew & Co., druggists, have dissolved partnership and the business will be continued by O. R. Mathew.

Oxford—M. J. Farrell, cigar manufacturer, is succeeded by G. P. Wilson.

Indianapolis—Karstadt Bros., clothiers, have filed a chattel mortgage for \$500.

WATCH IT GROW

We take pleasure in informing the trade that we have purchased the stock and good will of Daniel Lynch, who has conducted the wholesale grocery business for the past ten years at this market, during which time he has built up an established trade and secured a growing circle of appreciative customers. In making the transfer Mr. Lynch naturally selected a house which would treat his patrons with the same consideration he has shown them in the past, and he bespeaks for us a continuance of their esteemed patronage.

The merchandise will be immediately removed to our new building, just east of the Lynch establishment, which will enable us to fill all orders from Mr. Lynch's former customers, with the same grades and brands they have been purchasing heretofore, without interruption or delay.

We need hardly say that this acquisition not only strengthens our position as a leading wholesale grocery house, but it enables us to serve our old customers, and the customers of Mr. Lynch as well, more acceptably than they have ever been served in the past.

WORDEN GROCER COMPANY

(New Home)

Corner Island and Ottawa Streets

Grand Rapids, Mich.



Movements of Merchants.

Sparta—David Fonger has opened a meat market.

Houghton—Crouch Bros. will open a cigar store here.

Milan—Wanty & Wanty, meat dealers, are succeeded by John Kerr.

Ann Arbor—C. A. Young is succeeded by Halber Bros. in the grocery business.

Hillsdale—E. T. Parker & Son have purchased the grocery stock of C. H. Carter & Son.

Pontiac—John R. Welsh & Co. will engage in the flour, feed and grain business here.

Pontiac—Franklin S. Freer succeeds S. E. Voorhees in the boot and shoe business.

Sault Ste. Marie—M. D. Monish has moved his drug stock into his new store building.

Hudson—John Brush has sold his interest in the grocery stock of Brush & Clement to L. C. Briggs.

Lansing—E. L. Smith has sold his interest in the hardware stock of Smith & Freeman to his partner.

Port Huron—R. C. Smith and R. C. Jarvis have formed a copartnership and engaged in the grocery business.

Boyer City—C. Argetsinger has engaged in the grocery business. The Petoskey Grocery Co. furnished the stock.

Detroit—W. S. Corwin will continue the grocery and meat business formerly conducted by G. W. Comer & Co.

St. Johns—E. C. McKee has purchased the stationery and book stock of F. H. Bush and will take possession of the store January 1.

Ann Arbor—G. H. Bancroft, formerly general merchant and postmaster at Highland Station, has opened a grocery stock in his new building here.

Shelby—O. Wylie has been appointed manager of the Co-operative Association of Shelby to succeed M. E. Stewart. The change will take place Jan. 1.

Riga—Ollie O. Turner, dealer in hardware and farm implements, has filed a petition in bankruptcy, placing his liabilities at \$5,136.95 and his assets at \$5,301.

Hancock—Patrick Downey and J. E. Chevalier have formed a copartnership under the style of Downey & Chevalier and engaged in the furniture business.

Lake City—Everett Steffe has purchased an interest in the grocery and feed stock of D. D. Walton & Son. The new firm will be known as D. D. Walton & Co.

Belford—Albert C. Belford has sold his general stock to Wm. H. Meachem & Co., who will continue the business under the management of Will Tuer, of Holly.

Saugatuck—Valentine Cooper has purchased a lot and will immediately begin the erection of a store building,

100 feet deep, in which he will engage in general trade.

Alpena—C. B. Williams has purchased Mrs. Frederick's millinery store, at Harrisville, and will operate it as a branch of his Alpena ready-to-wear clothing house.

St. Johns—M. A. Kniffin has purchased the agricultural implement business of Jules Sauvageot and has been appointed agent for the Deering harvesting machines.

Middleville—John Carter has purchased the interest of Mr. Culver in the grocery and bakery stock of Walton & Culver. The new firm will be known as Walton & Carter.

Homer—Geo. E. Bangham is now proprietor of the Central Drug Store, taking possession last Saturday. Geo. has been associated with his brother, Dr. A. D. Bangham, in the firm for the past fifteen years.

Lansing—C. E. Cady, the Shiawassee street grocer, has purchased the grocery stock of the late W. A. Sweazy on Turner street. Mr. Cady will open the store at once and conduct both places of business.

Marshall—Patrick Hayes, the dry goods dealer, has been adjudicated a bankrupt by default by Judge Swan on the petition of the Clawson & Wilson Co., Buffalo, N. Y., and others, whose claims aggregate about \$1,100.

Lake City—S. B. Ardis recently purchased the interest of E. W. Murray in the lumber firm of Ardis & Murray, subsequently disposing of the same to Wm. Keelean. The new firm will be known as the S. B. Ardis Lumber Co.

Shelby—Alex. Paton, who was for many years a lumberman in this county, but who for the past several years has been in business at Phelps, will soon open a furniture and crockery store here, to be conducted under the style of Paton & Co.

Monroe—Karl Fred Kaiser has sold his bicycle business, stock and machinery to George A. Greening. Mr. Greening's son, Otto, will take hold of the business next spring, but for the present will retain his position with the telephone company.

Hancock—J. R. Carroll, the dry goods merchant, has decided to close out his present business to engage in the stock brokerage business at his present stand in the Scott block. Mr. Carroll has been engaged in the dry goods business here for twelve years.

Pontiac—Joseph Barnett, dealer in general merchandise at this place and Flint, has filed a petition in bankruptcy, placing his liabilities at \$27,227.33 and his assets at \$17,275. Barnett's voluntary petition followed a petition filed by Burnham, Stoepel & Co. and others.

Mancelona—The "Crescent Store" is a new business establishment which will be opened under the proprietorship of F. W. Clugg & Co. early in January, with a new stock of clothing, dry goods, shoes, hats, caps, etc. The head of the firm, F. W. Clugg, was formerly with J. Barnett.

Lansing—The Grand Union Tea Co., which has stores in several cities of Michigan as well as throughout

the United States, has established a branch distributing house and retail store at 122 Allegan street east. The business here will be under the management of H. O. Raiche, formerly of Marinette, Wisconsin.

Snowflake—Johnson Bros. are engaged in extracting the seeds from the cones of the jackpine here. During the fall the cones are gathered by the Indians on the plains in Kalkaska county and are shipped to this place. Here they are subjected to heat sufficient to cause them to open and the seeds are shipped to nurserymen, bringing \$7 to \$10 a pound.

Cadillac—Charles H. Drury has purchased the shares of Mrs. Eva Kelley in the Drury & Kelley Hardware Co., the consideration being \$7,000, and Mrs. Kelley has retired from the company. Frank B. Kelley, who died about three years ago, became a shareholder, an officer and an active associate in the Drury & Kelley Hardware Co. about nine years ago and since his death his interest has been retained by his widow. It is Mr. Drury's present intention to retain the title of the Drury & Kelley Hardware Co., but a reorganization will be effected within a few weeks. Mrs. Kelley has served as the Secretary and Treasurer of the company since the death of Mr. Kelley.

Manufacturing Matters.

South Haven—Dyckman & Jacobs succeed Jacob Niffenegger in the meat business.

Case—A. Gowen is erecting a small circular sawmill here, which will start saving this month and will run day and night.

Cheboygan—The Embury-Martin Lumber Co. suspended operations at the mill a week ago, having manufactured 18,000,000 feet.

Escanaba—The plant of the Northwestern Cooperage & Lumber Co., recently destroyed by fire, has been rebuilt and is running.

Oscoda—The Hull & Ely sawmill manufactured the last season 5,750,000 feet of lumber, 21,876,000 pieces of lath and 1,100,000 shingles.

Menominee—The Peninsula Box & Lumber Co. is operating its factory night and day. Several large contracts secured recently insure full operation for a long time.

Cheboygan—M. D. Olds has shut down his sawmill and will make extensive repairs, including an increase of capacity. He has 5,000,000 feet of logs in boom to begin cutting in the spring.

Menominee—Work on the new planing mill of the A. Spies Lumber & Cedar Co. is progressing satisfactorily. The boiler house is nearly completed and the plant will be operating by next spring.

Munising—A sawmill 80x119 feet and equipped with machinery with a capacity for cutting 50,000 feet a day has been added to the Forster plant here. A planing mill, 16x42 feet, also has been completed.

Detroit—Judge Brooke has appointed the Detroit Trust Co. receiver for the E. C. Clark Machine Co. This order was made in connection

with the suit begun recently by Minnie Clark and others for an accounting, etc.

Au Sable—Operations at the H. M. Loud's Sons Lumber Co.'s mill will continue all winter, logs being secured by rail. The cut is mixed timber. The company has opened a storage yard in Buffalo near the one it occupied some years ago and has a considerable amount of its mill product there.

Manistee—The Michigan Iron Works Co. is in financial straits and the assets are in the hands of N. W. Mottinger and W. H. Nuttall, who hold mortgages. W. E. Brown, the chief owner of the company, is now in Union City. It is likely that a new company will be formed with more capital to carry on the business.

Battle Creek—Edwin J. Phelps, trustee, of Kalamazoo, has commenced suit in the Circuit Court to foreclose a mortgage given by the Korn Krisp Co., Ltd., to Mr. Phelps as trustee, for \$50,000, at 6 per cent. interest. The mortgage was given in November, 1902, and but \$3,000 has been paid, leaving a balance due at the time the suit was commenced of \$54,266.67, and a solicitor's fee of \$500.

Escanaba—With the declaration of a dividend amounting to \$300,000 by the stockholders of the Metropolitan Lumber Co. at the annual meeting of that company, the operations of what was at one time one of the most active lumbering concerns of this district have come to an end. The company has been reorganized into the Metropolitan Red Wood Lumber Co., with headquarters at Eureka, Cal., and all of the property of the company in this district will be disposed of at once.

Detroit—The filing of a notice of dissolution of the Peninsular White Lead & Color Works calls attention to the end of a company which has had nothing beyond a corporate existence for a number of years. The company was organized some twelve or more years ago, and later was sold to John Moran and others. They, in turn, sold to the Acme White Lead & Color Co. a year or two ago. All of the real estate held by the original company at Leib street and the river was not disposed of in the first sale, and the recent disposition of this has enabled a final dissolution. The notice is signed by William C. Williams, Emory W. Clark, R. P. Williams and Jacob S. Farrand, Jr., a majority of the stockholders.

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—All refiners are more or less oversold, the American being two to three days behind, while Howell is ten days and Arbuckle Bros. about two weeks late in their shipments on assorted orders. Prices are steady and unchanged. The American Sugar Refining Co.'s quotations are as follows, f. o. b. New York, subject to the usual cash discount and an allowance of 5 points:

Crystal Domino	\$7 90
Eagle tablets	6 85
Crushed	6 30
Cut loaf	6 35
Mould A	6 05
Eagle powdered	5 90
Cubes	5 90
XXXX powdered	5 80
Coarse powdered	5 75
Fruit powdered	5 65
Powdered	5 75
Eagle fine granulated	5 65
Coarse granulated	5 65
Standard granulated	5 65
Extra fine granulated	5 65
Confectioners' granulated	5 85
2 lb. c'r'n, fine granulated	5 80
2 lb. bags, fine granulated	5 80
5 lb. bags, fine granulated	5 80
Diamond A	5 65
Confectioners' A	5 50
(1) Columbia A	5 30
(2) Windsor A	5 25
(3) Ridgewood A	5 25
(4) Phoenix A	5 15
(5) Empire A	5 10
6	5 05
7	5 00
8	4 00
9	4 85
10	4 80
11	4 70
12	4 65
13	4 55
14	4 50
15	4 50
16	4 60

Coffee—Present indications are that the estimates of 9,000,000 to 9,500,000 bags for the current Brazil crop will be about correct. The strength of the market has a new illustration in a rumor among the trade that the sugar or Crossman interests have now taken the bull side of the market. The Arbuckle interest, which is the other large factor, has been persistently bullish for months. This means, if true, that there is no important bear interest left. Milds are very firm on constant reports of crop conditions, each showing a smaller crop than the one next preceding. Java and Mocha are firm and without change. The general demand for coffee is good. Arbuckle and Woolson have both advanced their package coffee ½c during the week.

Tea—There is some business doing in the large markets, but the country is quiet. The week has shown no developments of any character. Prices in all lines are unchanged. There is a general expectation of a lively business in January, as some buyers have

been out of the market since March last. If the January trade proves as good as is expected it will very soon develop which lines are short and which are not.

Dried Fruits—Currants are in fair demand at unchanged prices. Seeded raisins are not active. Probably the entire holiday demand, however, is about as good as usual. Prices continue to rule in secondary markets much less than on the coast. Loose raisins are in moderate demand. Holders on the coast are firm, on the claim that only 100 cars of raisins remain unsold in California. Apricots are in fair demand at unchanged prices. The coast is firm. Prunes are only in fair demand, and are still selling at low prices. Peaches are gradually working up, and the outlook is for a pronounced scarcity next spring. No change in price has occurred during the week.

Canned Goods—Corn is in fair demand and the price is unchanged. Tomatoes are quiet and without noticeable change in price. Peas are dull and unchanged. Salmon is showing no change of importance. The market is very strong in the face of a light demand. Buying by the retailers is very moderate. Sardines are firm and fairly high.

Rice—Staple goods continue in fair demand, but are somewhat neglected, on account of the holiday trade. After the first of the year there will likely be a much better demand. Stocks are in good shape and excellent values are offered the trade.

Syrups and Molasses—Sugar syrup is only in fair demand, and prices are unchanged. Molasses is in fair demand. The price of lower grades is tending downward, as is usual after the season opens, but choice grades are scarce and the price is firmly held. Glucose is unchanged. The situation is firm, and will probably continue to be as long as the refiners are in working agreement. Compound syrup is in fair demand at unchanged prices.

Fish—Mackerel is strongly held, but barring a hand-to-mouth business, is out of the game for the time being. Sardines are unchanged and not wanted. The independents seem willing to concede prices, but even that would not assist trade just now. Cod, hake and haddock are firmly held at high prices and in good demand. Salmon is dull and unchanged. Smoked herring are weaker. Lake fish and whitefish are unchanged and quiet.

L. E. Swan and Wm. Parks have formed a copartnership under the style of the Consumers' Rating and Collection Directory for the purpose of compiling and publishing a directory of consumers, which will be sold at \$4. Mr. Swan is a former resident of Grand Rapids, but is now connected with the Petoskey Provision Co., at Petoskey. Mr. Parks hails from Detroit, where he was connected with a printing establishment. The headquarters of the concern will be established in this city.

See that to-day's work contains nothing that will rise up and accuse you to-morrow.

The Produce Market.

Apples—Prices range from \$2@2.25 per bbl., according to quality and variety.

Bananas—\$1@1.25 for small bunches; \$1.50@1.60 for Jumbos.

Beets—40c per bu.

Butter—Creameries are steady at 26½c for choice and 27½c for fancy. Receipts of dairy grades are increasing and the quality is generally good. No. 1 is strong at 20@21c and packing stock is steady at 15@16c. Renovated is in active demand at 20@21c.

Cabbage—50c 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 fresh are gradually increasing and the price will undoubtedly ease off after Christmas. Holders of storage see the handwriting on the wall and are making desperate efforts to move their stocks. Fresh command 24@25c for case count and 26@27c for candled. Storage are moving freely at 21@22c.

Game—Dealers pay \$1@1.25 for pigeons and \$1.15@1.25 for rabbits.

Grapes—Mal'agas, \$4.50@5.50 per keg.

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

Lemons—Messinas and California fetch \$3.50 per box.

Lettuce—Hot house is steady at 12c per lb.

Onions—The price is strong and higher, choice stock fetching 85c per bu.

Oranges—Floridas fetch \$2; California Navels, \$2.85.

Parsley—45c per dozen bunches for hot house.

Potatoes—The price ranges from 25@30c, depending on local competition rather than outside demand.

Pop Corn—90c for Rice.

Poultry—Turkeys and ducks are strong and higher, due to Christmas demand. Chickens, 11@12c; fowls, 10@11c; young turkeys, 18@20c; old turkeys, 17@18c; young ducks, 14@15c; 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 have advanced to \$3.25 per bbl.

Turnips—40c per bu.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is a sick one as compared with last week. Hides have ruled too high in price to be profitable to tanner or dealer. Margins of dealers were thrown away in the anxiety to do business and tanners could see nothing but a loss in working them in. Prices had to slump on most grades. Light hides have come in freely, while heavy hides were not up to the demand. Extreme light and skins are still scarce. The trade is in a good condition, but must be at lower values, or as present market indicates. The hustle is over and no higher prices are looked for at the present.

Pelts are scarce and demand good, as both wool and stock are wanted.

Furs are in good demand at good value for immediate use at home. The export demand is not so promising.

Tallow is held low in price, with a fair demand and an ample supply.

Wool shows some weakness on the Eastern market on extremely light offerings. Prices are as high as manufacturers care to pay, and they hold out at any advance.

Wm. T. Hess.

The Worden Grocer Co. Buys Out Daniel Lynch.

Daniel Lynch has sold his wholesale grocery stock to the Worden Grocer Co., the transfer to take effect to-day. The stock will immediately be removed to the new store building of the Worden Grocer Co., adjoining the Lynch establishment on the east.

This acquisition on the part of the Worden Grocer Co. not only enables it to serve the former customers of Daniel Lynch more acceptably than before, but strengthens its position as a wholesale grocery house and will naturally enable it to increase the volume of its business several hundred thousand dollars per year.

The purchase of the Lynch stock is the best possible indication of the prosperity and stability of the Worden Grocer Co. and the hopes the management entertain concerning the future of the institution.

At the regular monthly meeting of the Grand Rapids Credit Men's Association, held at the Peninsular Club last evening, and attended by all the local Representatives and Senators in the Legislature and two or three from out of town, the four legislative measures championed by the Credit Men's Association were discussed very fully. Lee M. Hutchins presented the merits of the Sale-in-bulk Bill, Charles E. McCrone discussed the desirability of changing the filing of chattel mortgages and bills of sale from the township to the county, A. B. Merritt urged the desirability of restricting the use of corporate names to actual corporations and Robert Merrill set forth the necessity of uniformity in legislation on the subject of commercial paper and negotiable instruments. These presentations were followed by brief and pointed remarks by L. J. Stevenson, Andy Fife, Jos. T. Heald, Deacon Ellis, Huntley Russell, C. B. Towner, Carl Mapes, E. A. Stowe, Geo. F. Sinclair and others. The meeting was one of the most interesting ever held under the auspices of the organization. Six new members were elected, thus increasing the roster to 106. The Treasurer reported a balance of over \$500 on hand. The remarks of the legislators plainly indicated that there would be no difficulty in securing the re-enactment of the Sale-in-bulk Bill, which passed both houses of the last Legislature unanimously, but which was vetoed by the puerile Governor who has disgraced the State during the past four years.

It is not necessary to lie to sell goods. In fact, the liar is sure to be found out, sooner or later, and when he is his trade is gone, as well as his respect.

WINDOW TRIMMING

Exceptional Display of Gift Goods in Hardware Store.

When Foster, Stevens & Co. set out to have a fine window display of art pottery they arrive at a result that is highly pleasing to the artistic eye, for they carry one of the largest lines of these goods in the State and their windowman, Mr. Arthur Haines, although he declares he is somewhat new to the business, has become so proficient that he has just reason to feel proud of his work.

Mr. Haines started out a week or so ago to present an elaborate Christmas window, of which he very kindly lent the Tradesman a photograph. Some of the articles have been displaced from time to time by others, but the general effect is the same as was presented at first.

Country dealers do not, as a rule, have such expensive merchandise to draw from for their window trims, but they may study the symmetrical arrangement of this particular display with profit.

The entire floor and background are covered with a soft white cotton cloth of about the mesh of cheese-cloth, even the mirror frame at the left being draped with it. The picture was taken in the evening and the reflection of the electric light on the glass gives the misleading appearance of a second row at the rear of the window. In reducing the photograph much of the detail is lost, the goods showing up sharp and distinct in the original.

About the first object to strike the attention is the lovely Parian bust on the Carrara marble pedestal, both the product of Sunny Italy. This country's wares are also represented at the right in the table vases with the outstanding flowers, the larger of which is priced at \$18. The latter pieces are from Neapolitan so-called factories, these being described by travelers as little more than a long narrow passageway—"a slit between two walls," as one expressed it. One man—perhaps an old man—will be dimly discerned away down at the end of this shop busily engaged on a single piece, and fearful that some stranger may learn some secret of his work. The ware like these vases is done with a broad treatment, the flowers always being crude in coloring and coarsely fashioned. Yet the vases and plaques of this rough clay are wonderfully decorative in effect. They make good objects for the dining room. Plaques are sometimes literally covered with fruit, flowers and vines that look so natural you might easily imagine them growing right on the china. They are like the Weims ware—coarse and effective in appearance. A little of it goes a good way; but that little may show taste in selection and in the disposal at the home.

The pretty little Eros on the pedestal at the right is of French bronze.

In sharp contrast with the goods from Naples are the Teplitz vases. This pottery is made in imitation of the Royal Worcester, so closely that sometimes even an expert can not tell one from the other.

The clock on the right in the background is an extremely beautiful thing, the works being enclosed in a Royal Blue sphere, which swings with the pendulum, which is also round. The whole is apparently held aloft by a bronze female figure. The idea is unique, but a person in looking at the heavy clock so pities the arm of the lady who must forever hold it up that he himself gets tired at the spectacle. The price of the clock is \$22.50.

The candleabra at the right, each holding five candles, are from Dresden.

Next are plates of three varieties. Those occupying the center of the exhibit, right in front of the glass, with other and smaller pieces, are part of a Cauldon (English) dinner set, which retails for \$160. There is

the sand, her head supported by her elbows, and is intently gazing up into the face of the other. An open flat handle by which to lift the dish is at each end.

Beginning at the right of the five uprights (which are mere pieces of board covered with the white cloth), the prices per dozen are \$85, \$28.50, \$60, \$38 and \$50.

The bust in the center on the marble pedestal is Royal Bonn (Prussian). It is said that all the foreign factories which have the word "Royal" connected with their product—as Royal Bonn, Royal Worcester, Royal Vienna—are under the auspices of the government.

The elaborate Florentine gilt frame at the left encloses a Royal Vienna plaque—the whole valued at \$50. The frame is procured from one importer, the plaque from another. The unframed plaque at the right over near the clock I mentioned is of this character. It is a Sevres piece—price \$30.

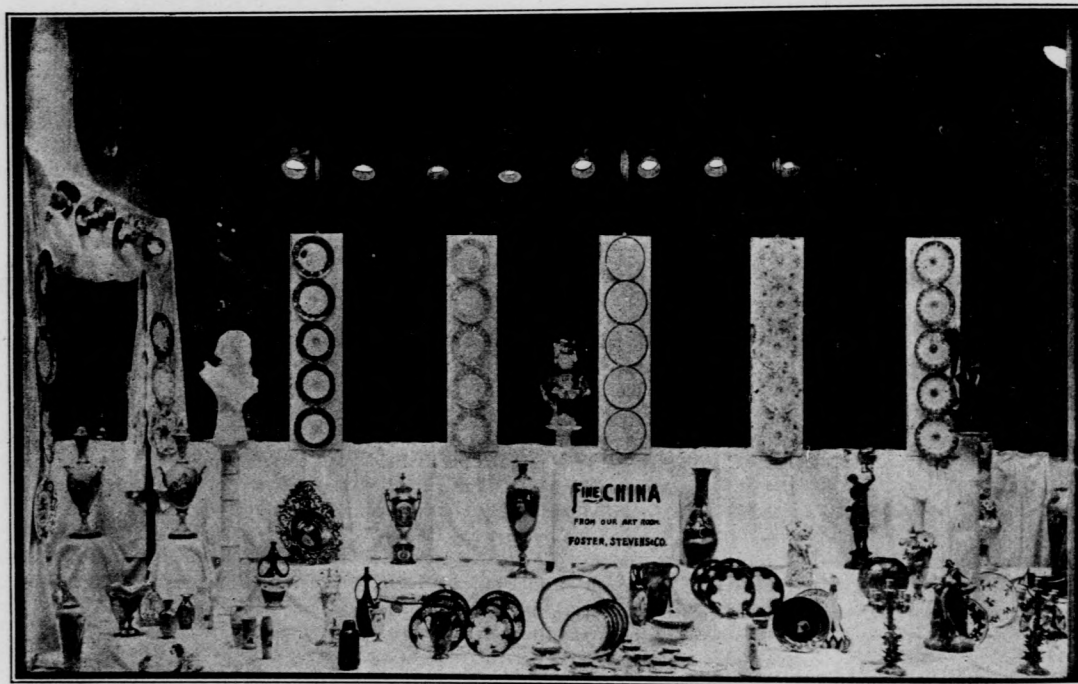
I neglected to mention the delicate

foreground at the left. They hail from the Land of Dykes, and are ticketed all the way from 60 cents to a dollar and a half or so. They have a clear white background, with crows or mice or birds in one color on one side—as simple a decoration as might be thought out—and are a very good imitation of the 'Copenhagen' ware. These little vases are the cheapest thing in the window and at the same time are very desirable.

I am indebted to Miss Emma Lechner, the pleasant and obliging young lady in the art department, for the information concerning the articles in this most excellent exhibit of Holiday goods.

Increasing Activity in Every Hardware Staple.

As a natural result of the increasing strength in the iron and steel markets, prices of many lines of hardware have been advanced within the past week, and it is believed that the prices of wire nails may be advanced further until the official quotation has



no china used for the table that is so pretty as Cauldon. The ware itself is a creamy white and softer to the feel than velvet. The decoration is always extremely dainty in design.

The group of plates at the right of the dinner set are \$48 a dozen, Haviland china. The six at the left are also Haviland and fetch the price, to the consumer, of \$150 a dozen. One smashed means \$12.50 gone to the Everlasting Bowwows!

Directly back of these last-named luxuries, and a little to the left, is one of the most attractive of Christmas hints to the one who prefers something removed from the ordinary. It is an oval fern-dish from Holland—white, with a marine on either side, in one of which a sail is seen in the middle distance, and on the shore of the other are a maiden and a child. The girl is in a stooping position, languidly picking up seaweed, while the child lies stretched at full length on

little Coalport handled vase directly under the placard (which, by the way, I think mars the exhibit most decidedly). The top is a deep red, there is some gilt and the interstices around the picture part are studded with half-spheres of blue enamel, called "jewels," perhaps from their close resemblance to the turquoise.

The Royal Sevres vase in the very center is marked \$100.

There is one piece of Quezal—the vase in the front left hand corner. The man who manufactures this glass of the rainbow tints first made the Tiffany Favril, but now is in business for himself. It seems as if there could be nothing ever invented more beautiful than the iridescence of this fragile ware.

With all the expense compassed in the foregoing examples of the potter's art, some of the prettiest things on exhibit are the three little vases standing close together down in the

reached the \$2 schedule, which was in force during the greater part of last year. In view of the present advances in galvanized sheets, coal hods and a few other goods most manufacturers are withdrawing extreme discounts and refusing to make unusual concessions, while in some instances they are rejecting all orders for far distant deliveries at present prices.

Although the volume of buying in the winter and holiday lines is reaching even larger proportions, there is a slight tendency among jobbers and retailers to curtail purchases in other lines until after the first of the new year, when they will better understand their requirements. Many of the jobbing houses are discussing the results of this year's business and preparing for a general revision of methods for next year.

The demand for skates, sleds and snow shovels is increasing daily, despite the temporary lull in many lines

of shelf and heavy goods. Builders' hardware also continues in good request, and many big contracts will probably be placed with local and Chicago concerns immediately after the Christmas holidays. The only manufacturers who have had an unprofitable year are the refrigerator makers. A large quantity of their products has been left on their hands and will have to be carried over into next year.

Wire Nails—Believing that further advances may be made in prices of wire nails before the end of the year, many of the largest consumers are placing heavy orders with leading manufacturers. Most mills, however, refuse to accept orders for delivery beyond 60 days. Quotations are as follows, on the basis of f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days: Carload lots, \$1.75; less than carload lots, \$1.80. Local quotations are as follows: Single carloads, \$1.94½; small lots from store, \$2. Following the latest advance in prices of wire nails, the Cut Nail Association decided at its meeting on Dec. 14 to raise the price of its products to the same level as that of the wire products. While most mills are now holding quotations on a basis of \$1.75 per keg, one of the independent manufacturers will not accept orders for carload lots at less than \$1.80. The official quotations are as follows: Carload lots, \$1.75; less than carload lots to jobbers, \$1.80, and to retailers, \$1.90, f. o. b. Pittsburgh. Local quotations are as follows: Carloads on dock, \$1.89; less than carloads on dock, \$1.94; small lots from store, \$2.

Barb Wire—The recent advance in the prices of barb wire has increased the demand for all descriptions, and many liberal contracts are now being placed with mills. Quotations are as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days.

Painted Galv.

Jobbers, carload lots....\$1 90 \$2 20
Retailers, carload lots.... 1 95 2 25
Retailers, less than carload lots 2 05 2 35

Smooth Wire—A large volume of orders for smooth fence wire is being placed with manufacturers in anticipation of further advances in prices. Quotations are now as follows on the basis of f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days: Jobbers, carloads, \$1.60; retailers, carloads, \$1.65. The above prices are for the base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

Pig Iron—Transactions in foundry and basic grades of pig iron are reaching unusually large proportions, and as the demand from the pipe, stove and steel makers does not appear to have been even temporarily satisfied by the recent placing of orders, it is generally believed that the market will continue active throughout the winter and well into the spring. The United States Steel Corporation, which has already contracted for 40,000 tons of Bessemer in addition to 26,000 tons of basic, is

still in the market for several large tonnages of steel-making iron and it is likely that the Carnegie Steel Co. and many of its largest plants will have to buy many supplementary tonnages in order to keep in active operation and fill all contracts for finished steel. Although the contract recently placed by the United States Cast Iron Pipe & Foundry Co. for 15,000 tons of Virginia foundry iron overshadows most of the more recent foundry contracts, the purchases by independent pipe founders have aggregated almost as much within the past week, while more than 30,000 tons of standard and malleable Bessemer has been taken by various independent mills which have also purchased about 40,000 tons of basic. The scarcity of available supplies of forge iron is causing producers to hold prices very firmly, and many large consumers are now unable to obtain any considerable tonnage of this grade at any price. The stimulus given to the pig iron market by the increased demand has also strengthened the market for scrap iron and steel, prices of which have been advanced in many instances as much as \$1 per ton. Muck bars are also being well maintained and are in moderate demand. The curtailment in the production of coke is also resulting in still higher prices and is threatening to cause the suspension of operations in many foundries which are unable to secure sufficient supplies. The ovens in the Connellsville district are generally asking \$2.25 per ton for good furnace grades and \$2.50 to \$3 for foundry brands to be delivered in the first half of 1905. Cast iron pipe is also active and strong at the late advances.

Steel—Realizing that the prices of plates, structural material and other classes of finished steel, except standard rails, will be advanced soon, leading railroads in all parts of the country have been placing heavy orders for pressed steel cars, new bridge work and various track equipment during the last few days, so that the market is now more active than at any time since the boom period which came to an abrupt termination in the spring of 1903. The railroads are also contracting for supplies of rails of standard dimensions as they have no longer anything to gain by deferring their purchases now that it is known that the official price will remain at \$28 per ton for at least six months. In addition to the Pennsylvania's order for 102,700 tons, the contracts recently placed by other prominent systems include more than 600,000 tons. Beginning with the meeting of the Billet Association, at which prices will probably be advanced \$2 a ton on billets, sheets and tin bars, many other advances are also scheduled to be made this week. It is generally believed that the official quotations on plates will be advanced \$4 a ton, while a similar advance is expected in beams, angles and shapes. Steel bars are being taken more freely by consumers and several of the largest mills are already asking a premium of about \$2 a ton on these products.

A Bowl of Gold Fish Free



You give your customer this full weight one lb. can absolutely pure Midland Baking Powder and this beautiful Aquarium containing two Gold Fish, moss, pebbles, etc., for 50c. Makes a magnificent display.

Mr. Grocerman, can you conceive of anything that is better advertising for your store than to give your customers a globe of live gold fish free? The gold fish craze has grown to an astonishing degree in public favor. Everyone wants them in their homes. You can not only give the Aquariums free, but, what is more to the point, you can

MAKE BIG MONEY

doing it. Be Sure to Write To-Day for our proposition. We know it will interest you—it will increase your sales, make you satisfied customers. We excel all other similar offers in

1. Larger Globes and Gold Fish.
 2. A Greater Number of Gold Fish.
 3. We sell with or Without Baking Powder.
 4. Requires a smaller investment and yields double the profit of any other.
 5. We guarantee delivery of Gold Fish in good condition.
- Don't wait for to-morrow—write to-day—be the first to display this proposition at your point. We know you'll reorder if you try it.

Midland Manufacturing Company, 1207 Adams St., Toledo, Ohio
Manufacturers Midland Baking Powder,
Importers Gold Fish and Cage Birds and Dealers in Requisite Supplies.

Chicago, Ill., Dec. 14, 1904.

Michigan Tradesman,
Grand Rapids, Mich.

Gentlemen:

We are just telegraphing you as follows:

"In deference to the wishes of the retail trade resulting from negotiations with National Secretary Mason and without waiting longer for Great Western Cereal Company and H. O. Company, we today act independently and abandon the Cereta cash and coupon premium plan. Also we propose abandonment word spelling schemes February first provided Great Western Cereal Company do so."

We trust you will give in your current issue as much publicity to this statement from us as the importance of it deserves. It is a step far in advance of that taken by any other cereal manufacturer, and we trust the day is near at hand when all premium schemes in connection with cereals may be done away with.

Yours truly,

THE AMERICAN CEREAL COMPANY.

C. C. Coldren,

Asst. Sales Manager.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - DECEMBER 21, 1904

SAFETY ON RAILROADS.

The frequent recurrence of railway accidents in the United States, inflicting frightful loss of life and enormous destruction of property, is one of the most startling facts in the railway history of the past few years. Formerly such occurrences came at long intervals, and they produced a shock of horror throughout the country. Now they are announced so frequently that they occasion little remark beyond the friends of those who are made the victims.

It is remarkable that there are no efficient means of ascertaining the causes of such terrible events, and still poorer means of fixing any responsibility for them, and the only recourse left to the surviving sufferers or to the friends of the killed is to bring suits at law for damages in the courts and chiefly in the Federal courts, when the railways carry on inter-state traffic.

Some idea of the frightfully vast extent of the railway slaughter is seen by comparing it to that of a battle. Hon. John J. Esch, a member of Congress from Iowa, and a member of the House Committee on Inter-state and Foreign Commerce, in an article in the North American Review for November, states the railway mortality thus: "When the combined losses of both the Japanese and Russian armies for the five days of awful fighting from Aug. 26 to the fall of Liao-Yang were announced to the world as amounting, in killed and wounded, to over 30,000 men, all the world shuddered. When the Inter-state Commerce Commission, in its last annual report, made public the fact that for the year ending June 30, 1903, the passengers and employees killed and injured on the railroads of the United States amounted to a frightful total of 49,531, the statement excited little comment. Wreck has followed wreck with such regularity during the last twelve months as to make the reports of them in the daily press no longer sensational, but rather commonplace."

Continuing this method of illustration of comparison with battles, the figures for the year ending March 3, 1904, show 427 passengers killed, 8,006

injured, 3,479 employees killed and 43,025 injured, making a grand total of 54,937, being greater by almost 6,000 than the losses which resulted from the three days' fighting at Gettysburg. As a large proportion of this bloodshed was suffered by employees, and to a large extent by brakemen and yardmen while engaged in coupling cars, Congress enacted a law requiring the use of automatic couplings on all cars, and placed the enforcement of this law in the hands of the Inter-state Commerce Commission. But there is no enactment for the protection of passengers and train crews from the dangers of train wrecks, and while the Commerce Commission is authorized to call for reports of all such wrecks, it has no powers nor jurisdiction of inspection and of contributing to secure remedies and redress.

The reports made of accidents to the Inter-state Commerce Commission for the twelve months ending March 31, 1904, show the following:

Nine collisions, with a total of 38 killed and 35 injured, and property loss of \$77,770, caused by excessive hours on duty, and the falling asleep of enginemen, flagmen or operators.

Twelve collisions, with a total of 7 killed and 79 injured, and property loss of \$69,255, caused by the employment of young or inexperienced men.

Twelve collisions, with a total of 47 killed and 223 injured, and property loss of \$224,924, caused by the misreading of train orders by enginemen and conductors.

Thirteen collisions, with a total of 72 killed and 208 injured, and property loss of \$107,037, caused by ignoring signals and disobedience of orders on the part of enginemen, conductors and brakemen.

Here is an account of 46 collisions causing the death of 164, and the wounding of 555 persons, all attributed to the employment of inefficient and inexperienced men, or to overworking train crews to such an extent that they were incapable of taking the precautions which they knew were necessary for the safety of their trains, and yet in no case was any responsibility fixed, except in the prosecution of lawsuits, which, on account of the almost inexhaustible resources of the great corporations for delay and defense, are but of doubtful utility to those who thereby seek redress for their losses.

There are conditions caused by sudden storms, or by other operation of natural forces, or by the acts of criminal enemies, that may properly relieve the railway companies from liability, but it is safe to say that a collision between two trains can not occur except through some failure on the part of the company or its employees. Since the National Government has assumed a large degree of supervision over inter-state railways, it ought to go still further and institute the same sort of inspection and regulation in the interest of safety as is in use for steam vessels. This service could most properly be placed under the direction of the Inter-state Commerce Committee.

That body has already recommended to Congress the adoption on all inter-state roads of the block signal system, which undertakes to keep account of the movement and position of all trains in a given distance between two designated stations, and not to lose track of any of them until they all enter upon other blocks of distance where they are similarly looked after in the new changes of location. It is claimed that on nearly 30,000 miles of some of the busiest railroads where the block signal system has been in use there has been no reduction in the number and destructiveness of accidents.

On the other hand, it is shown that for the year ending June 30, 1902, ten out of eleven of the worst collisions occurred on roads not using the block system. Great Britain has been making use of it universally for years past, and to its use may be largely ascribed the remarkable fact that not a single passenger was killed in train accidents in 1901, and only 6 in 1902. The slow but voluntary extension of this system by some of the leading roads in this country is the best evidence of its efficiency. No system, however perfect, whether automatic or otherwise, can wholly eliminate the human factor in the problem of safety. Trainmen will forget, flagmen and towermen will fall asleep, repairmen will become negligent, officials will relax discipline, in short, someone will blunder, and yet this system is the most practicable method thus far put in use to insure safety.

In view of the fact that it seems impossible to eliminate these fatal wrecks from our railway service, Congressman Esch has taken note of the fact that in the worst collisions and wrecks the frailest and most slenderly-built cars are crushed, while the strongest, like the Pullman, for instance, suffer but little damage and usually preserve their inmates from the worst dangers except fire.

It is proposed to require by law that all cars be so strongly built as to prevent telescoping and destruction by fire in case of collision or derailment or other accidents. It is a well-known fact that, in the average wreck, the passengers in the smoking car and in the so-called "day coaches" suffer most. In all collisions the casualties are almost wholly confined to these cars and coaches, and even in rear-end collisions the force of impact, transmitted through the sleepers, spends itself upon them. Steel cars are now coming into use, and the idea is to require that they or others of equal strength shall be used for mail and day cars to resist the crushing and telescoping which happen with such fatal effects on the passengers of the weak and frail constructions now in use.

Congressman Esch proposes that legislation shall be adopted that will have for its object (1) the increase of the inspection force of the Government and the repair and construction crews of the railroad companies, with increase of powers to Government inspectors; (2) the prevention of excessive hours of continuous labor on the

part of railroad employees; (3) the prevention of the employment of youthful or incompetent or inexperienced men; (4) the compulsory installation of the most approved block-signal system; (5) the change of specifications by the Government for all mail cars from wood to steel; (6) the compulsory use of passenger cars with steel underframes and steel framework for superstructure and vestibules.

The enforcement of such laws under competent authority, accompanied by a vigilant system of inspection, would go far to increase the safety of railroad travel, and surely if Congress can assume and exercise supervision over the business operations of railways, it can also, with quite as good reason, legislate for protection of life and limb of the people who travel and work on the trains.

SAWING WOOD.

During the recent political campaign a well-known judge received the nomination for Representative in the State Legislature. In his letter of acceptance he stated as one of the reasons why he might be expected to be economical in the expenditure of public money was the fact that when a young man, trying to secure an education, he many times sawed cord-wood twice in two for fifty cents a cord.

When you see the busy merchant sawing wood occasionally when he can get out of the store for a few minutes, don't imagine that he is doing it for the sake of economy. He has learned that it is a kind of exercise that puts the blood in circulation in a healthy manner, relaxes the mental strain, aids digestion, gives him needed fresh air and brings him in touch with nature. Many a city man might profit by the same kind of exercise without loss of dignity and many a student who is more engrossed in athletic sports than with his studies might find other avenues to expend his strength and develop his physical powers which would be of greater benefit to the world about him.

The Tradesman has no desire to say anything against athletic sports in themselves, but rather to throw out a warning that the student should not allow himself to be carried away with them to the extent of neglecting his studies and failing to make the most of his school opportunities. His standing in a college team would hardly be a valuable recommendation for a position requiring wise statesmanship. Should it be his lot to become crippled for life, a well-trained mind would be of inestimable advantage. The trained athlete who has frittered away excellent chances for a thorough education may some day find no vocation open to him more remunerative than sawing cord-wood.

There are times when politeness seems thrown away, but even at such times better throw it away than not.

A good merchant may be cast down at times, but he is never cast off.

PROPOSED PHARMACY LAW.

Draft Prepared by the Michigan State Pharmaceutical Association.

Section I. The People of the United States enact, that the Governor, with the advice and consent of the Senate, shall within thirty days after this Act shall take effect, re-appoint the five persons now constituting the Board of Pharmacy for their respective terms, and, annually thereafter, one person from a list of five names submitted to him by the Michigan State Pharmaceutical Association from among such competent pharmacists in the State as have had ten years' practical experience in dispensing physicians' prescriptions and who have not, during such period, been charged with and convicted of a violation of the State Pharmacy Law, who shall constitute the Michigan Board of Pharmacy. The term of office of said five persons, constituting the Board aforesaid, shall be so arranged that the term of one shall expire on the thirty-first day of December of each year, and all appointments made thereafter shall be for the term of five years.

Section II. The said Board shall, within thirty days after its appointment, meet and organize, by the election of a President and a Secretary-Treasurer from its own members, who shall hold their offices for the term of one year, and shall perform such duties as shall from time to time be prescribed by the Board. The Secretary-Treasurer shall furnish an indemnity bond in an amount fixed by the Board, and the cost of which shall be paid from the funds of the Board.

Section III. The Board shall appoint an Assistant Secretary, who shall be the Clerk of the Board, but who shall not be a member of the Board, whose duties shall be prescribed by the Board, and whose salary and term of office shall be fixed by the Board.

Section IV. The Secretary-Treasurer of the Board shall receive a salary which shall be fixed by the Board, but the same shall in no case exceed the sum of five hundred dollars per annum; he shall also receive the amount of his traveling and other expenses incurred in the performance of his official duties. The other members shall each receive the sum of three dollars for every day actually engaged in the service of the Board, and also all their legitimate and necessary expenses incurred in the performance of their official duties. Said salaries, per diem and expenses shall be paid from the fees received under the provisions of this act. All moneys received in excess of said per diem allowances, salaries and all other expenses above provided for, shall be paid into the State Treasury at the close of each year; but if in any year the receipts of said Board shall not be equal to its expenses, so much of the surplus funds paid into the State Treasury as aforesaid, as shall be necessary to meet the current expenses of the Board, shall be subject to its order. The Board shall make an annual report to the Board of State

Auditors and to the Michigan Pharmaceutical Association of all moneys received and disbursed by it under the provisions of this act.

Section V. The State Board of Pharmacy shall have power:

To make such by-laws, rules and regulations, not inconsistent with the laws of the State, as may be necessary for the protection of public health, and the lawful performance of its powers.

To regulate the practice of pharmacy.

To regulate the sale of poisons.

To regulate and control the character and standard of drugs and medicines dispensed in the State.

To investigate all complaints as to quality and strength of all drugs and medicines and to take such action as may be necessary to prevent the sale of all drugs, chemicals, or preparations dispensed in physicians' prescriptions or sold for medicinal use.

To appoint an Assistant Secretary, whose time shall be exclusively devoted to the work of the Board.

To employ an attorney.

To employ inspectors of pharmacy and to inspect, during business hours, all pharmacies, dispensaries, stores, or other places in which drugs, medicines and poisons are compounded, dispensed or retailed.

To hold meetings for the examination of applicants for registration, and the transaction of such other business as shall pertain to the duties of the Board, five times in each year, said meetings to be held on the third Tuesday of the months of January, March, June, August and November, and to hold such special meetings as shall from time to time be deemed necessary by the President and Secretary-Treasurer for the due performance of the duties of the Board; to keep a book of registration in which shall be entered the names and places of business of all persons registered under this act, which book shall also specify such facts as all such persons shall claim to justify their registration. The records of said Board, or a copy of any part thereof, certified by the Secretary-Treasurer to be a true copy attested by the seal of the Board, shall be accepted as competent evidence in all Courts of the State. Three members of said Board shall constitute a quorum.

To examine all applicants for registration, and to issue two grades of certificates, to be known respectively as that of "registered pharmacist" and "registered druggist."

To investigate all alleged violations of the provisions of this act or any other law of this State regulating the dispensing or sale of drugs, medicines or poisons, or the practicing of pharmacy, which may come to its attention, and whenever there appears reasonable cause therefor to take and to hear testimony with reference to the same, and at the discretion of the Board to bring the same to the attention of the proper prosecuting authorities.

To suspend or revoke any certificate issued by the Board, for cause, and after an opportunity for hearing as hereinafter provided.

To provide for and require the annual registration of every registered pharmacist and registered druggist, and to charge and collect the sum of two dollars for each registered pharmacist's certificate, and one dollar for each registered druggist's certificate, the limit of time for payment of such fees to be in the discretion of the Board.

To require every person receiving a certificate under this act to keep the same conspicuously exposed in his place of business, and every registered pharmacist or registered druggist shall, within ten days after changing his place of business or employment, as designated by his certificate, notify the Secretary-Treasurer of the Board of his new place of business or employment. If any registered pharmacist or registered druggist shall fail or neglect to procure his annual registration, or to comply with the other provisions of this section, his right to act as such registered pharmacist or registered druggist shall cease after the expiration of ten days from the time notice of such failure to comply with the provisions of this section shall have been mailed to him by the Secretary-Treasurer or Assistant Secretary of the Board. The Board shall preserve and keep a record of all certificates issued by former Boards, and keep a record of all certificates issued by it, and such records shall at all times be open to inspection by any citizen of the State.

Section VI. Any person who shall, at the time this Act takes effect, lawfully hold a certificate of registered pharmacist or assistant registered pharmacist may apply to the Board of Pharmacy for re-registration as registered pharmacist and registered druggist respectively, and the Board shall issue such certificates on payment of the fees, if any.

Section VII. From and after the taking effect of this Act, every place in which drugs, medicines or poisons are retailed or dispensed, or physicians' prescriptions compounded, shall be deemed a pharmacy, or a drug store, and the same shall be under the supervision of a registered pharmacist or a registered druggist respectively.

Section VIII. Except as specified in a preceding section, no person shall be granted a certificate as registered druggist, until he or she shall have made written application to said Board, setting forth in an affidavit that he or she is at least eighteen years of age, and has had not less than two years' practical experience where drugs, medicines and poisons were dispensed and retailed and prescriptions compounded, and furnish satisfactory evidence to the Board that he or she has completed the equivalent to tenth grade work in the public schools, and shall have paid such fee as shall have been fixed by the Board, not exceeding three dollars, and shall have passed an examination satisfactory to said Board for the granting of such certificate.

Section IX. It shall be lawful for the Board of Pharmacy to grant to a registered druggist a permit to conduct a drug store or pharmacy in

any village of not more than five hundred inhabitants when there is no registered pharmacist doing business within less than three miles of such village, which said permit shall not be valid in any village than the one for which it was granted and shall be subject to cancellation whenever the population of such village shall exceed five hundred.

Section X. A registered druggist may be employed for the purpose of dispensing, compounding or retailing drugs, medicines and poisons in any pharmacy or drug store under the management and supervision of a registered pharmacist and during his temporary absence therefrom; provided, however, that such temporary absence shall not exceed six hours at any one time.

Section XI. Except as hereinbefore specified, no person shall be granted a certificate as a registered pharmacist, until he or she shall have made application to the Board setting forth by affidavit that he or she is at least twenty-one years of age, that he or she has had at least four years' practical experience in a place where drugs, medicines and poisons were dispensed and retailed and prescriptions compounded, and shall furnish satisfactory evidence to the Board that he or she has completed 12th grade work in the public schools, or its equivalent, and until he or she shall have paid such fee as shall be fixed by the Board, not exceeding the sum of five dollars, and until he or she shall have passed an examination satisfactory to said Board for the granting of such certificate.

Section XII. In case of failure of an applicant upon his or her first application to pass a satisfactory examination before the said Board, all subsequent examinations shall be granted upon payment of a fee of three dollars by applicants for registered pharmacist and a fee of two dollars by applicants for registered druggist.

Section XIII. The Board may also grant certificates of registration without further examination to the licensees of such other Boards of Pharmacy as it may deem proper, upon the payment of a fee of ten dollars.

Section XIV. It shall be lawful for a registered pharmacist under this act, who shall conform to the rules and regulations of the State Board of Pharmacy, to take, use and exhibit the titles "pharmacist," "druggist" and "pharmacy" and "drug store," to have charge of, engage in, or carry on for himself or for another the dispensing, compounding or sale of drugs, medicines or poisons, anywhere within the State, but no registered pharmacist or registered druggist shall have personal supervision of or carry on business in more than one pharmacy or drug store at the same time.

Section XV. Except as prescribed by the provisions of this act, it shall not be lawful for any person to practice as a registered pharmacist, registered druggist, or advertise himself by sign or otherwise to be such, or to engage in, conduct, carry on, or

be employed in the dispensing, compounding or retailing of drugs, medicines or poisons within this State.

Section XVI. Unless otherwise prescribed for, or specified by the customer, all pharmaceutical preparations sold or dispensed in a pharmacy, dispensary, store or place shall be of the standard strength, quality and purity established by the latest edition of the United States Pharmacopoeia.

Section XVII. Every proprietor of a wholesale or retail drug store, pharmacy, or other place where drugs, medicines or chemicals are sold, shall be held responsible for the quality and strength of all drugs, chemicals or medicines sold or dispensed by him, except those articles or preparations known as patent or proprietary medicines.

Section XVIII. Any person who shall knowingly, willfully or fraudulently falsify or adulterate any drug, medical substance or preparation, authorized or recognized in the said Pharmacopoeia, used or intended to be used in medical practice, or shall knowingly, willfully or fraudulently offer for sale, sell or cause the same to be sold, shall be guilty of a misdemeanor, and on conviction thereof shall be punished as hereinafter prescribed; and all drugs, medical substances, or preparations so falsified or adulterated shall be forfeited to and be destroyed by the Board.

Section XIX. It shall be unlawful for any person or persons to sell at retail or furnish any of the poisons named in the schedules hereinafter set forth, without affixing or causing to be affixed, to the bottle, box, vessel or package, a label containing the name of the article and the word "poison" distinctly shown, and the antidote therefor, together with the name and place of business of the seller, all printed in red ink, and the name of such poisons printed or written thereupon in plain, legible characters, which said schedules are as follows:

Schedule "A."

Arsenic, cyanide of potassium, hydrocyanic acid, cocaine, morphine, strychnia and all other poisonous vegetable alkaloids and their salts, oil of bitter almonds, containing hydrocyanic acid, opium and its preparations, except paregoric and such others as contain less than two grains of opium to the ounce.

Schedule "B."

Aconite, belladonna, cantharides, colchicum, conium, cotton root, digitalis, ergot, hellebore, henbane, hyoscyamine, strychnine, oil of tansy, veratrum viride and their pharmaceutical preparations, arsenical solutions, carbolic acid, chloral hydrate, chloroform, corrosive sublimate, creosote, croton oil, mineral acids, oxalic acid, paris green, salts of lead, salts of zinc, white hellebore, or any drug, chemical or preparation which, according to standard works on medicine or material medica, is liable to be destructive to adult human life in quantities of sixty grains or less.

Section XX. Every person who shall sell, furnish or dispose of at

retail any poisons included under Schedule "A" shall, before delivering the same, make or cause to be made an entry in a book to be kept for that purpose, stating the date of sale, the name and address of the purchaser, the name and quantity of the poison, the purpose for which it is represented by the purchaser to be required, and the name of the dispenser, such book to be always open for inspection by the proper authorities, and to be preserved for at least five years after the last entry. Nor shall any such person deliver any of such poisons without satisfying himself that the purchaser is aware of its poisonous character and that the said poison is to be used for a legitimate purpose. Provided, however, that the foregoing portions of this section shall not apply to the dispensing of medicines or poisons on physicians' prescriptions.

Section XXI. Wholesale dealers in drugs, medicines, pharmaceutical preparations or chemicals shall affix or cause to be affixed to every bottle, box, parcel or outer enclosure of an original package containing any of the articles enumerated in Schedules "A" and "B" of this act, a suitable label or brand in red ink with the word "poison" upon it.

Section XXII. The Board of Pharmacy shall have authority to add to either of the above schedules from time to time whenever, in the discretion of the Board, such action is deemed necessary for the protection of the public.

Section XXIII. Sections nineteen, twenty and twenty-one shall not apply to the practice of a practitioner of medicine, who is not the proprietor of medicine who is not the proprietor of retailing of drugs, medicines and poisons, or who is not in the employ of such proprietor, and shall not prevent practitioners of medicine from supplying their patients with such articles as they may deem proper, and except as to the labeling of poisons, it shall not apply to the sale of medicines or poisons at wholesale when not for the use or consumption of the purchaser, or to the sale of paris green, white hellebore and other poisons for destroying insects, or any substance for use in the arts, or to the manufacture and sale of proprietary medicines, or to the sale by merchants of ammonia, bicarbonate of soda, borax, camphor, castor oil, cream of tartar, dye stuffs, essence of ginger, essence of peppermint, essence of wintergreen, non-poisonous flavoring essence or extracts, glycerine, licorice, olive oil, sal ammoniac, salt petre, sal soda, and sulphur, except as herein provided. Provided, however, that in the several towns of this State, outside of incorporated villages, where there is no registered pharmacist doing business within five miles thereof, physicians may compound medicines, fill prescriptions and sell poisons, duly labeling the same as required by this act, and merchants and retail dealers may sell the ordinary non-poisonous domestic remedies.

Section XXIV. The State Board

of Pharmacy shall have the power to withhold a license from any applicant whenever it shall be satisfied that the safety of the public health will be endangered by reason of the habits or character of such applicant. If any applicant shall have obtained a license by misrepresentation or fraud, or shall become unfit or incompetent by reason of negligent habits or other cause to practice as a registered pharmacist or registered druggist, or if any person, holding a certificate as registered pharmacist or registered druggist, shall have been convicted of a violation of the pharmacy law in any of the courts of the State, the State Board of Pharmacy shall have the power to revoke or suspend such license or certificate after giving any such person reasonable notice and an opportunity to be heard; and if any person licensed under this act shall willfully and repeatedly violate any of the provisions of this act, or the rules and regulations established by the State Board of Pharmacy, such Board may revoke or suspend his or her license upon sufficient evidence of such violation, in addition to any other penalty by the law imposed for such violation.

Section XXV. Whenever the Board shall revoke or suspend the registration of any registered pharmacist or registered druggist, it shall notify such licensed or registered person of such action and he or she shall immediately deliver to the Board or its representative his or her certificate of license or registration.

Section XXVI. Any person who shall attempt to procure, or who shall procure a certificate or registration for himself, herself, or for any other person, under this act, by making, or causing to be made any false representations; any licensed pharmacist who shall permit the compounding and dispensing of prescriptions of medical practitioners in his store or place of business by any person or persons not licensed or registered under the provisions of this act; any person not licensed by said Board who shall prepare or dispense a medical prescription or physician's prescription, or dispense or sell at retail poisons or medicines, except under the immediate supervision of a duly licensed person, whose certificate, license or registration is displayed in the place where the same is prepared, dispensed or sold; any person not licensed by said Board, who shall open, conduct or have charge of or supervise any pharmacy or drug store for retailing, dispensing or compounding medicines or poisons; any person who shall fraudulently represent himself or herself to be licensed; any person who knowingly refuses to permit any member of said Board or Inspector of Pharmacy employed by said Board to enter a pharmacy or drug store for the purpose of lawfully inspecting the same; any person who intentionally prevents or attempts to prevent the lawful inspection of any place in which drugs, medicines or poisons are retailed or dispensed, or physicians' prescriptions

compounded; any person whose license or certificate of registration has been duly revoked or suspended by said Board and who refuses to surrender his or her certificate or license to said Board; any person holding a license or certificate of registration and who fails to display the same as above provided; or any person who shall violate any of the provisions of this act, in relation to retailing and dispensing of drugs, medicines and poisons, for which violation no other penalty is hereinbefore imposed, shall, for such offense, be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished in accordance with the terms of the general penal clause of this act as hereinafter set forth.

Section XXVII. The sale of liquors for chemical, scientific, medicinal, mechanical or sacramental purposes by druggists and pharmacists who do not operate under a saloon license shall be subject to the provisions of this act, and all such liquors sold by druggists or pharmacists shall be, for the purpose of this act, considered as drugs, medicines and for use in the arts only, and the sale of the same shall be subject to the same regulations and requirements as are herein contained relative to the dispensing of drugs, medicines and poisons and the compounding of prescriptions, and all violations thereof shall be subject to the penalties prescribed by the general penal clause of this act.

Section XXVIII. It shall be the duty of the Michigan Board of Pharmacy, upon receiving bona-fide information of any violation of the provisions of this act relative to the sale of liquors by any pharmacist, druggist or other person, to bring the offense, together with all information relating to the same, to the attention of the prosecuting attorney under whose jurisdiction the violation is committed, whose duty it shall be to cause an investigation of such alleged violation, and if sufficient evidence be obtained, to cause the prosecution of such pharmacist, druggist or other person, operating under the provisions of this act, under the general liquor law of the State or under the provisions of this act. Upon conviction thereof the person so found guilty shall be subject to the penalties contained in the general liquor law, in cases brought under the general liquor law, and subject to the penal clause of this act where action is commenced under the terms of this act, and in addition to such penalty or penalties, if the person convicted shall be a registered pharmacist or a registered druggist, he may have his certificate of registration revoked or suspended by this Board.

Section XXIX. Every registered pharmacist and registered druggist dispensing and compounding medicines, registered under this act, shall be exempt and free from all jury duty in the courts of this State.

Section XXX. It shall be the duty of this Board, upon obtaining sufficient evidence of any violation of the provisions of this act, to lay the same before the prosecuting attorney of

the county in which such violation shall take place, and to cause the prosecution of the same under this act or other general laws of the State.

Section XXXI. Any person violating any of the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be subject to a fine of not less than twenty-five dollars, nor more than one hundred dollars, and costs of prosecution, and in default of payment of such fine and costs shall be imprisoned in the county jail for not less than ten days, nor more than ninety days, or both such fine and imprisonment in the discretion of the court.

Section XXXII. All acts and parts of acts in conflict with any of the provisions of this act are hereby repealed.

Section XXXIII. This act shall take effect on the first day of July, A. D., 1905.

Good Words Unsolicited.

P. T. H. Pierson, dealer in books and stationery, crockery and glassware, Stanton: Enclosed please find New York draft for \$3 for three years' subscription to your paper, beginning at the date my present subscription expires. I can not make \$3 any easier, besides I must have the Tradesman. I would dislike to do any business without it. It stands unequalled by any trade journal I know of, no matter what the price. I admire its broad, bold, up-to-date policy, and enjoy reading it each week from front to back cover. You will have your hands full if you improve its tone very much, and it does not need enlarging, even at the advanced price.

Wm. P. Baillie, traveling salesman, Detroit: Enclosed find \$1 for current year's subscription. As soon as this payment expires I will renew on the \$2 basis, because every subscriber to your valuable publication gets double value. It is a business companion which ought to be on the counter of every merchant. One page alone is worth to me the subscription price—that containing the Movements of Merchants. I wish you all the success you deserve for giving your subscribers so much valuable information weekly.

Williams Bros. Co., pickles and preserves, Detroit: We take pleasure in sending you our check for \$5 for five years' advance subscriptions to the Michigan Tradesman. We certainly agree with you in the statement that the Tradesman is a first-class trade journal in every respect.

E. E. Whitney, general dealer, Ann Arbor: Fifty-two copies of the Michigan Tradesman stacked up on my desk! One silver dollar looks insignificant in comparison. Two dollars after Jan. 1, 1905, is better. If I knew which would be most helpful to the publishers, to pay several years in advance or the two dollars each year, I would know just what to do. However, being a conservative man, I'll adopt the latter course. When I think of the thousands of pages of valuable reading which I

have enjoyed and profited by I feel as though I had visited a genuine bargain counter every week. The many excellent articles in the Tradesman giving the views of different persons on the various questions which confront every merchant at some stage of his career can not fail to be of great benefit to all who are willing to profit by the experience and suggestions of others. Hardly a phase of business life but sooner or later comes up for discussion in its columns, and the new problems which arise as a result of the ever-changing conditions of our age and country call forth the views of the best thinkers and the most experienced men of business. Any person who contemplates engaging in business could most profitably employ the time required to read its pages. Such a paper is an absolute necessity to the merchant who is ever on the lookout for new ideas and improvements. However well one may have studied a matter from his own standpoint, the ideas and experiences of others are still vastly helpful. Such is the opinion of a constant reader who only regrets that he contented himself with another trade paper for several years before he became acquainted with the Michigan Tradesman.

An old printer writes the Tradesman as follows: With mingled feelings of pleasure and regret I must state my convictions that the public press has been held by the throat so long by trade unionism that it is refreshing to see a paper take the stand for right and justice as does the Tradesman. Any one who has thoroughly studied the matter must have seen that labor unions are far from being what the originators of the organizations intended, which was to secure employment for competent workmen. Membership in a trade union then meant a guarantee of skill and competency. Reasonable compensation and permanent situations followed as a natural result. Goodspeed & Hoard, general dealers, Bowen's Mills: We find the Tradesman a very beneficial visitor each week. Would hardly know how to get along without it.

Sturmer Bros., hardware dealers, Port Huron: Your paper is O. K. We always enjoy reading it.

C. D. Crittenden, wholesale dealer in butter, eggs and cheese, Grand Rapids: I take pleasure in sending you check for \$5 to pay for my subscription to the Michigan Tradesman for five years. If I could make such investments as this every day I believe that my business success would be assured.

Symons Bros. & Co., wholesale grocers, Saginaw: We take pleasure in sending you our check for \$5 for a five year subscription to the Michigan Tradesman, which we think is one of the best trade journals published. We enjoy the publication very much.

John P. Hall, general dealer, Odell, Ind.: The Tradesman is the best paper I ever read for merchants.

The philanthropist generally manages that some one shall catch him in the act.

As a Rule

We do not take
very much stock in testimonials



Madame Grant is the leading dressmaker in Kalamazoo, and as you know "a prophet is not without honor save in his own country" we feel that the following extract from a letter received by us carries with it a little more than the usual weight:

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Gentlemen:—I have demonstrated to my entire satisfaction that the Puritan Corset, Style No. 79, is for all classes of figures the best corset manufactured today in this or any other country. It gives a certain style to the figure not obtained by any other garment. I insist upon my customers wearing them when being fitted.

MADAME GRANT."

Write us if we have no representative in your town. We may be able to do you some good.

Puritan Corset Co.

Kalamazoo, Mich.

STATE INSPECTION.**Importance of Systematic and Frequent Supervision.**

For years citizens of our State, deeply interested in the advancement of the dairy interests, especially in the cheese industry, have felt a lack of organization and education for the improvement of that important industry. They have realized the hard lot of the cheesemaker in his isolation and strenuous round of duties. Working in his factory, often alone, or at best, with but a helper less trained than himself, each day's duties of the cheesemaker have taxed his powers to the utmost. When the milk was good and all went well, satisfactory results usually followed his efforts; but if trouble came, and it was sure to come sooner or later, then his lot was indeed a hard one. He could not shut off the incoming of the milk that he might sit down and think over the proposition. He could not visit other factories, or get help so sorely needed. It is true he could apply to our State Dairymen's Association and, if possible, Secretary Burchard would send him an inspector to help him out of his trouble. A vast good has been accomplished through these traveling inspectors, but their numbers are altogether too small and their range of travels far too great to be of the highest service. Such persons were only called on, as a rule, when troubles were well on and the operator at his wits' end. Often they came when much harm had already been accomplished. To secure an adequate number of these inspectors for Wisconsin seemed, in the past, almost out of the question, for our State Legislature could hardly be expected to appropriate twenty or thirty thousand dollars annually for such a purpose when there were so many other demands upon the State Treasury.

At last there seems to be a rift in the cloud hanging over the cheese industry of Wisconsin. At the annual meeting of the Wisconsin State Dairymen's Association, held in Platteville last February, Dairy and Food Commissioner J. Q. Emery presented a proposition more complete than anything ever proposed before covering the situation. To Mr. Emery all honor and credit are due for his splendid suggestion, and one which should bear fruit with the coming Legislature, and which will bear fruit if cheesemakers and factory owners only realize the situation and act promptly.

The substance of Mr. Emery's proposition is that each cheese factory receiving milk from several patrons, and, therefore, a public factory, be licensed and allowed to do business only upon payment of a license to the State of some sum, say \$10 or \$15 per factory. This money should constitute a fund for the payment of educated traveling cheese inspectors, who shall operate and give instruction to a circle of cheese factories in a given district. Such a circle or group of factories should not be too large, say not over forty in number, so that the cheese inspectors could

visit each factory several times a season, staying several days at the factory, if necessary. It seems to me that Mr. Emery's proposition, in the rough, covers the field splendidly, and that we have the outline of a campaign that can only end in adding millions of dollars to the wealth of our State. Of course, our inspectors must be trained and must be appointed by a commission that shall select men only upon merit, experience, ability and fidelity.

Now, it will be seen that everything in this line turns upon proper legislation. Such legislation can only be secured after much thought and conference, through the united efforts of a large number of intelligent men interested in the cheese industry of our State. To this end there should be several conferences, the appointment of committees and a vast deal of work in order that a carefully framed bill may be ready for our Legislature when it convenes.

Then, there must be the work of education among the factories and cheesemakers. Those who are interested and supporting cheese factories must be willing to contribute, as a tax, \$10 or \$15 from each factory in the form of a license fee. It is no small work to educate factory owners and operators to the payment of such a tax willingly, and to in turn receive the benefits which will arise from it. There are two plans of procedure in this particular. One is to force the tax upon each and every factory by law, and the other is, likewise by law, to issue licenses to only such factories as pay the tax and then allow licensed factories only to use what may be called a "State brand." Factories not paying the tax could be forbidden such brand. Possibly the issuance of the brand might carry with it such inspection and other benefits.

In any event something must be done for the cheese industry of Wisconsin more than is being done at present, and, in my judgment, this work must begin with the cheesemakers at the cheese factories through traveling inspectors, operating in limited districts, under the closest surveillance, from a general authoritative center. The Dairy School has done its work in its own way, the State Dairymen's Association, which is the parent of the Dairy School, as well as the Cheesemakers' and Buttermakers' Associations, have done a great work, and are doing a great work, in the few inspectors it now sends out into the field. These men, however, are entirely inadequate to the great task before them. The Dairy and Food Commissioner's office does its work, too, in its proper field, but all of these factors for good fall short of completing the round of requirements essential to advancement. By licensing each factory and taxing it a reasonable sum there will be a large fund available for the employment of trained inspectors. For such purpose we should have at least \$30,000, and should employ at once forty inspectors. Even then the work will be burdensome in many cases.

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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.

Poultry Shippers

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

William Andre, Grand Ledge, Michigan

Fresh Eggs Wanted

Will pay highest price F. O. B. your station. Cases returnable.
C. D. CRITTENDEN, 3 N. Ionia St., Grand Rapids, Mich.
Wholesale Dealer in Butter, Eggs, Fruits and Produce
Both Phones 1300

Distributor in this territory for Hammell Cracker Co., Lansing, Mich.

—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

As to the good accomplished, I believe we could, inside of a year or two, advance the price of Wisconsin cheese from a half a cent to one and one-half cents per pound, according to the size of the income and the thoroughness of the work done. Even if but a small fraction of such returns were secured the expenditure by the factories in the way of the tax would be recompensed several times over.

Canada is already moving along these lines. Will Wisconsin become a leader on this side of the border line, or will it continue to travel the present road of partial indifference, advancement only in places, and retrogression at too many points? New York is slowly but steadily declining in her output of cheese. No state has the opportunity to take her place and turn out as good, or better, product than Wisconsin has. The motto of our State is "Forward." Let us live up to our motto.—W. A. Henry in Cheese and Dairy Journal.

Canadian Cheese Sent to England Said To Be Adulterated.

"At Hastings, England," says the Toronto Sun, "a local firm of grocers were summoned last month to answer to a charge of selling margarine cheese. The defendant said that the goods were sold in exactly the same condition as received from the biggest importers of Canadian cheese. The analyst for the borough said he had analyzed a sample of the cheese and found it contained 20 per cent. of fat not derived from milk. At the request of the counsel for the defendant, who said the Canadian government was anxious to make complete enquiries, the case was adjourned to November 24 in order to permit the bringing of witnesses from Canada."

J. A. Ruddick, chief of the Dairy Division of the Department of Agriculture, was asked by the Sun as to whether witnesses really are going from Canada in connection with the above case, and as to what foundation there is for the charges made. In answer Mr. Ruddick wired the Sun as follows:

"Witnesses are not going from Canada; there is no necessity for this. The Department of Agriculture is sending full information concerning the cheeses complained of, which were from a well-known factory. I am sure these cheese were not adulterated; must be a case of wrong analysis or substitution. Everything possible is being done to protect the name of Canadian cheese. This will really afford a good opportunity to advertise the purity of Canadian dairy products."

In an interview in a recent issue of the Globe, in speaking of this same matter, Prof. Ruddick said: "I am not clear as to what is meant by margarine cheese, unless it is the product generally known as 'filled' cheese. Filled cheese, so-called, is made from skim-milk, to which some inferior fat has been added as a substitute for the butterfat. The manufacture of such cheese is prohibited in Canada by the Dairy Products Act, 1893. I

have never heard of any infraction of the law. Any tampering with the cheese in this way would have to be done at the ordinary cheese factory, and as these places are very public and the process of filling cheese would require considerable machinery and material not found in the ordinary cheese factory, it would be impossible to carry it on without a great many people being aware of it. I do not believe that any filled cheese have been made in Canada. In any case, if an attempt is being made to carry on the manufacture of such cheese it will be a very easy matter to stop it."

The Manufacture of Sage Cheese.

Sage cheese, with its yellow surface mottled and flecked with small dark grayish green spots, is an old-time favorite. Sage is a very old seasoning herb and sage cheese is very probably of old English origin. The manufacture of sage cheese is now carried on in a limited way only in the United States, and is restricted to certain localities, yet a great many people are exceedingly fond of it, and will pay from 1 to 2c per pound more for it than for ordinary cheese.

The Michigan Experiment Station has studied the subject of sage cheesemaking and states that this cheese is prepared in exactly the same way as cheddar, i. e., common American factory cheese, differing from it only in possessing a sage flavor, which is imparted to it by adding sage extract or sage tea to the milk before the curd is precipitated, by adding the extract to the curd before salting, or by adding sage leaves to the curd before salting.

The addition of sage tea or extract to the milk is objectionable, requiring a large amount of sage, 10 to 12 ounces for 1,000 pounds of milk.

The addition of extract to the curd gave entirely satisfactory results in tests at the station when the extract was not too dilute, and when it was added very cautiously to prevent waste. The amount of sage required was 6 or 7 ounces for the curd from 1,000 pounds of milk.

The most satisfactory method, however, was found to be the old-fashioned way of adding the sage leaves to the curd. This required the least amount of sage, 3 ounces being sufficient for the curd from 1,000 pounds of milk. In following this method the sage should be weighed, the stems all picked out and the leaves finely powdered and added to the curd just before salting.

One of the important Swiss cheeses resembles sage cheese in that the powdered leaves of a plant are added in its manufacture. This "schabziger," green, or "krauter" cheese is made from sour skim-milk and buttermilk, the dried powdered leaves of rock clover (*Melilotus coerulea*) being thoroughly mixed with the ground curd. The small grayish green cone-shaped cheeses are exported in large numbers and are a familiar sight in large markets.

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.

Butter

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

E. F. DUDLEY, Owosso, 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

WHOLESALE

Oysters

CAN OR BULK

See our quotations in Grocery Price Current on page 45

DETTENTHALER MARKET, Grand Rapids, Mich.



Weekly Market Review of the Principal Staples.

Silks—For a number of seasons past the dress goods manufacturer has had things his own way, to a large extent. Fashion decreed in favor of dress goods, and the demand for these fabrics was phenomenal and greatly to the detriment of silks. Manufacturers of the last mentioned fabrics, however, turned their attention to producing striking and attractive fabrics preparatory to the time when demand would once more turn to silks. Dress goods have been worn to such an extent the past three years that women have turned toward something else by way of a change. The novelties which have been put on the market attracted their attention, and now those tailoring establishments which cater to the more exclusive trade are busy filling orders for costumes to be worn at the winter resorts in the South. The encouraging feature of this demand is the fact that the higher grade fabrics enter more largely into the costumes turned out. In addition to this, what is termed by the piece goods man the "cutting up trade" is taking large quantities of silk goods, which will go into the making of garments, shirtwaist suits, shirtwaists, etc., for ready-to-wear lines. Lining houses, handling silk linings, report that they have secured a larger number of orders than has been the case in many seasons. Petticoats of silk have come into vogue again, and so on down the line the same revival of the demand of silk fabrics is to be found. The question of price has been and continues to be a somewhat serious one with the manufacturer and his agent. Some have been strong enough in their position to demand higher prices and are securing them. Others are following this example, and to-day the silk piece goods business is in a better position than it has been for many months. For current and spring use black and colored taffetas hold a prominent place. So many new effects in changeable and novel colorings have been brought out that the old-time buyer would almost fail to recognize the old and well-known staple fabric. Crepe de chine and eolienne costumes will be largely worn for spring, favored shades being brown, gray, and what is termed hyacinth blue. Shantung silks, both natural and dyed, are also good property; habutal silks are also likely to prove good sellers. Tussahs, both imported and domestic, are being used to quite an extent for automobile costumes, to be worn during the coming summer. The domestic production has improved to such an extent that liberal orders are now being placed for these fabrics, which a short while ago the buyer could not be persuaded to touch.

Ribbons—Taffeta ribbons are in the

lead and are now beginning to be taken to quite an extent for the coming season. Warp prints are looked upon as good property. Plaids and checks in neat effects are also considered good. In colors, grays, blues, ombres and pale shades of pink and lilac are scheduled for a good demand.

Ginghams—To please the mill men a more than average business for a season has to be booked. It is a good sign, therefore, to find that manufacturers of ginghams are making no complaint over the business they have thus far secured for the coming spring. The call for standard patterns was not strong at the outset of the season, but after prices had been placed at a level that met the views of buyers sales began to increase in volume. It is now stated by agents that the business in hand assures mills of a successful season, and that an ordinary duplicate demand will put lines in first class position. The finer dress ginghams have fared well on initial orders for spring and are even now being called for in duplicates. As the fall season has practically closed, except for straggling spot orders, an estimate of the business done in ginghams is available. Most agents state that the fall demand did not reach usual proportions, so far as new business for the mills was concerned. Stocks had accumulated over several seasons, and demand showed no appreciable increase. This led to a reduction of goods to a 5c basis and at this level the sales have grown so that at present old stocks and goods made on order represent a fair aggregate. The mills running on ginghams and cloths of their construction will enter the new year with stocks reasonably well sold.

Carpets—During the week several mills have announced price lists on $\frac{3}{4}$ goods and rugs slightly higher than those at the opening of the season, and others are due to follow. Ingrain manufacturers are in a worse position than any of the other manufacturers. Last season they tried to advance prices, but were unable to do so. Notwithstanding this the demand was by no means good, and the production of the mills was heavily curtailed. This season another attempt to advance prices was made and again proved unsuccessful, and in spite of the heavy increase in the cost of wool prices remain the same as they did two seasons ago. Owners of the larger mills manufacturing ingrain do not hesitate to say that they will shut down their entire plants if an advance is not secured before the first of January as present prices for the manufactured goods do not cover the heavy increase in cost of production. Whether this will be adhered to or not remains to be seen. On behalf of the wool dealer and importer it can be stated that their position is by no means an enviable one. The cost of wool in the primary markets has increased to such an extent that it is now practically impossible to bring it into this country under the low duty limit, except in an unwashed or unwillowed state.

Danger in the Real Thing.

Ernest Thompson Seton tells about a resident of a county in Western Texas who started a factory in which he manufactured wolf scalps. The county paid a bounty of five dollars each for wolves and accepted a scalp as evidence that the wolf was dead.

This enterprising citizen made a model on which he could stretch pieces of the skins of wolves, coyotes and dogs, and could make admirable scalps, which he deposited with the county treasurer and collected the bounty.

One day the man met Seton and remarked: "Say, do you know I came near getting into trouble? I took eighty-six scalps into the county treasurer's office. I made eighty-

five of them myself and some wolf grew the other one. Do you know, the treasurer objected to the real thing? He regarded it with suspicion, and for a time I thought he was going to refuse payment. But the eighty-five that I made were accepted without a question."

One touch of nature makes the whole world skin.

A fool woman soon finds her finish.

ELECTROTYPES
DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO., GRAND RAPIDS, MICH.



Sort up Now

On Coats before you are entirely out. We have a good line ranging in price from one to four dollars each. We have Covert and Kersey Coats, Duck Coats with and without rubber lining, Duck and Covert Coats with sheep pelt lining, and Reversible Coats with corduroy on one side and duck on the other. Give us an idea of your wants.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, MICH.

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



P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

Good Month's Business in Cloaks and Suits.

Business at present in the wholesale market is at its lowest point. Some special orders are being received, and a few out-of-town buyers have been in town for the purpose of filling in with stock which is absolutely required. Nevertheless, the business so far done this month shows a decided increase over that of the corresponding time last year.

Manufacturers are by no means idle, however, for every one is busily engaged in getting up the spring samples. The majority of these first samples will be along the lines of the late winter models, which have proved to be among the successful sellers.

The fabrics which will be used for the early spring will be largely the lightest-weight of broadcloths, some neat and unobtrusive effects in fancy suitings, Panama cloth, a newcomer among which is the chiffon Panama, colliennes, voiles and mohairs.

Voiles will be used considerably, but not to such an extreme extent as was the case last spring. Chiffon taffeta and linen will be among the leading materials a little later.

Green, brown, blue and, to a small extent, gray will be the favored colors. The new shades of green are not so vivid as the emerald hue, and not so somber as the hunter's green. These greens will be found becoming to the average complexion, and are cool and summery in appearance.

It is largely because blue is a color which imparts to the wearer a cool appearance that it has really become a style color for the spring and summer seasons. The shades of blue which have been popular for several seasons will still hold good; then there are the new blues which are on the hyacinth shades, but which will be mostly found in the silk and wool fabrics, of which colienne is the type.

The Panama cloths in plain colors would seem to be of such a construction and durability as to give them a fair chance against the long-favored voiles. Then there are neat designs in fancy Panama that should make up well for the practical knock-about suit, thus to some extent displacing the fancy mixtures, since for the spring season the demand is so general for a light-weight material.

Checks in the black and white, brown and white, green and white shepherd's plaid, and in the small blue and green combination, will be used for both the separate skirt and the suit. In these suits a large amount of the style will depend upon the color and manner in which the jacket is trimmed.

The shirt-waist suit bids fair to be a big factor in the spring business, for it is being prepared not only of the wash materials and silks, but also of mohair and Panama cloth. The last two materials are well suited to the exploitation of the shirt-waist suit, and when a lustrous mohair is used, particularly one in the neat designs, there will be a good chance for it to be preferred by many

women to a suit made of taffeta silk.

This applies particularly to the popular-priced suit—one that wholesales for \$7.50, or thereabouts. Some good lines in these mohair shirt-waist suits are nearing completion, and show the general style tendencies in an acceptable way.

In lines of separate skirts that range in price from \$3.50 to \$10 there will be many changes rung on the varieties of plaited skirt. The general tendency being to the full, flowing effect in skirts, there will be some novelties in the way of plaited skirts which may or may not have a success.

One of these shows the plaits set on just above the knee to a gored upper portion. This has chiefly its novelty to recommend it.

Of course, there are numberless varieties of this type of skirt among the new models, and as its virtue is that it gives the full effect below the knee, yet preserves the fit around the hips, and still takes less goods than if the full portion began higher up, it will possibly commend itself to the discriminating buyer.—Dry Goods Economist.

Concentrate.

Focus your ability upon one point until you burn a hole in it.

Genius is intensity. Digression is as dangerous as stagnation. He who follows two hares catches neither.

The best way to keep a gun from scattering is to put into it but a single shot.

Field crossed the ocean fifty times to lay one cable.

Grant said: "I will fight it out on this line if it takes all summer."

In thirty-six years Noah Webster wrote but one book. But that will be remembered.

It is the single aim that wins.

Only by concentration can you work out a satisfactory system. Get your mind on it and keep it there. Watch every point—take care of every detail. Follow up your men. Never stop pounding—never let up. Hang on with a bull-dog grip until you get the thing done.

No good system ever just happened. It was wrought out by the hammer of concentrated thought on the anvil of hard work.

A "Short Cut" in Correspondence.

Most business men read their mail twice—once to get an idea of "what it's all about" and how pressing is the demand caused by it and, again, deliberately to attend to the demands in detail. These two objects may be reached by one reading.

Go through a letter, says Clifton S. Wady, with a blue pencil or a pen dipped in red ink. Underscore the significant words or phrases that indicate matters for attention. Write a word of disposition near each such phrase.

When you dictate your replies you save the time otherwise spent in re-reading in detail and considering the letter before you. The gist of the correspondence has already been noted.



Our strict adherence to the policy of "Quality First" entails obligations. Among others right styles, materials, tailoring, fit and finish. Bearing these in mind, all comparisons emphasize our low prices; per contra, no price is low where quality is ignored.

Percival B. Palmer & Co.

Makers of the "Palmer Garment" for
Women, Misses and Children

The "Quality First" Line

Chicago





Effective Way of Advertising a Hardware Store.

What is the most effective way to advertise the hardware business? My idea would be by judicious advertising, in conjunction with good show windows, an attractive store and an obliging hardwareman with obliging clerks.

Judicious advertising in the newspapers is, I think, the best method of reaching the people. No fixed rule on advertising can be laid down. Remember that advertising is investment, not expense, and it should be as carefully dealt with as any other investment.

There is also a great deal of tact to be used in advertising, as well as in selling goods, and every time you write an advertisement drive home and clinch a point that will bring you in dollars and cents.

Advertising is largely improved by the use of cuts. Contract for certain space in your local paper, be it big or little, and change your advertisement as often as you can.

Be truthful in your advertising. When a customer comes to your store and finds the goods different than what he was led to believe they were in the advertisement, he may buy at that time, but nine times out of ten you have lost a customer. On the other hand, if people discover that your advertisements are not fairy tales, but a recital of facts told in a simple, honest manner, you will find you are making new customers and firm friends.

A good advertisement does not need to be a literary gem. One does not need to indulge in flowery language to write an advertisement to bring business to his store. Write as you talk, avoiding elaborate language. The simplest, strongest arguments used over the counter are just those which hold the attention of the reader. Imagine a hardware man saying to a customer: "We've got a complete line of hardware, tools, etc." Hardware men do not do that. More likely they would say: "Yes, sir, that knife is just what you are looking for; it's a stiletto—if it breaks from a flaw you trot it right back and get a new one; it's fully warranted, and the price is \$1.50." It is the latter sort of talk that sells goods, and the hardware men know it; yet, for some reason, they do not talk that way in their advertising. I take no stock in the style of advertising that simply says: "We carry a full line of hardware, tinware, stoves, etc." Why, if the reader never saw your advertisement, he could guess that every hardware dealer in town could vouch for as much.

Do you make your show window a dumping ground for odds and ends of all kinds, when it should be given more attention than any other part of the store? Remember your front window is a free advertising medium and brings greater returns, for the invest-

ment, than any other method of advertising. Keep your windows clean, and change the display at least once a week. The more taste and originality put into a window show the better. Watch your clerks, and if you have one with ability for this work encourage and aid him with suggestions.

The best results are secured by exhibiting several articles of the same kind, or class, of goods. A window like this the eye will quickly catch, and the memory will retain the impression of it; while, on the other hand, if you fill your window with samples of most of the goods in the store, the mind will become confused and the effect diminished. The nearer you come to "oneness" in window displays the more satisfactory will be your window advertising. An occasional display without goods will repay one for his efforts, and, if not overdone, will interest the people. The aim should be to have something unique and different from the displays of other merchants; also aim to be in keeping with the occasion or time of year. Any display in motion is bound to catch the eye, but no window display, no matter how attractive, should remain over two weeks to bring the best results.

Advertising, both through the newspapers and by window displays, is to bring the people to your store. Once they are inside the advertisement has done its work, and done it well, and your stock and your salesmen should be held responsible if you fail to satisfy the caller. Keep your stock up. It is more important for the dealer to have the article called for than to be without it merely because he had not found a suitable opportunity to buy it at a price at which he thought he should. It is a better advertisement to have the goods wanted, even if you have to pay more for them. What is wanted, when you get people inside the store, is to have the interior such that people will see the useful and necessary articles, and to supply racks for displaying, not hiding, the goods.

The interior display of goods on the counters, shelves and in show cases is worthy of effort and care, and the aim should be to arrange goods so that they will be attractive to the eye, so that, whether people wish to buy or not, they will stop and look. Some day they will want these very same goods, and will remember where they saw them.

Every dealer should be obliging and require his salesmen to be likewise. One of the best, and, I would say, the surest means of advertising is in the treatment of customers. No merchant should employ any one in any capacity, be he salesman or porter, who does not treat customers with respect. A kind word to every one entering the store is the best advertisement. A surly, overbearing or know-it-all demeanor on the part of any employe will soon cause a loss of trade. Let every customer leaving your store be a walking advertisement for it, saying a good word to a friend about your treatment of him.

Remember, that all the money spent for advertising, all the money spent to make the store attractive, and all the money spent for the goods that lie on your shelves for a long period of time—all these things look forward to one end, and that is having the customer come back.

J. A. Peebles.

The Way of the World.

Once there was a man who had \$250. Another man who had a business that seemed hopeless wanted the money. So he took the man with the \$250 aside and lied to him and induced him to buy the business, which was really worth less than nothing, because there were certain debts which the new owner had to assume. But the purchaser went to work with grim

determination and in a short time began to make money. In twenty years he was employing 900 men and had become a millionaire.

After that the man who had sold out went around sadly telling people that he had given the rich man his start in life. And there were many who believed the rich man was a monster of ingratitude because he did not at least give a pension to the one who had intended to swindle him.

Moral: Never cheat a man who is wiser than yourself. You may regret it all our life.

Much that passes for wisdom is nothing but owliness.

Life is a circus and Cupid is the ringmaster.

Cold Weather Glass

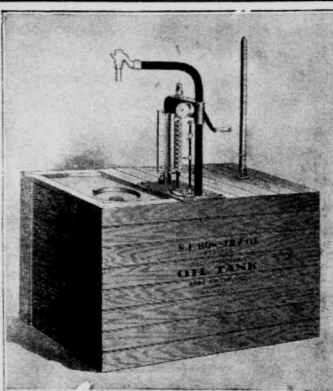
During the cold winter months many window lights are broken. Your customer wants a light replaced at once. At such times there is no dispute over price. You must have stock to carry you through the winter. Our winter stock proposition will interest you. We sell everything in glass. Write us.

Grand Rapids Glass & Bending Co.

Factory and Warehouse, Kent and Newberry Sts.

Grand Rapids, Mich.

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



FIRST FLOOR OUTFIT

OIL ECONOMY VERSUS OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over

measure, by loss of time and labor—It's all dead loss.

THE BOWSER — SELF — MEASURING — OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE — ASK FOR OUR NEW CATALOG "M"

S. F. BOWSER & CO.
FORT WAYNE, IND.

REPRESENTATIVE RETAILERS.

A. F. Herron, the Veteran Boyne City Hardware Dealer.

Ashbell F. Herron was born on a farm near Gobleville, Van Buren county, March 12, 1842. His father was a native of Cayuga county, N. Y. His mother was a native of the State of Maine. Mr. Herron was educated in the "little old red school house" and bears a vivid remembrance of a certain school teacher in the person of an old maid, whom he recalls as being seven feet high and who cut blackberry whips which she used vigorously on his bare legs. In looking back over his past life he says this school teacher is the only woman he never liked. On April 4, 1863, he enlisted in the 13th Infantry, which rendezvoused at Jackson, and saw plenty of active service while engaged on Sherman's famous March



A. F. Herron

to the Sea. Mr. Herron was discharged at Louisville at the close of the war and went back to Gobleville, where he worked on the parental homestead until 1868, when he married Miss Elanora Myers, who has been his constant assistant and helpmate ever since. After marriage he worked the old homestead, which he purchased of his father, until 1876, when he sold out and began looking for a new location. He had heard of Boyne Falls and supposed it could be reached by rail, but found to his disgust that the rails had not been laid farther than Walton Junction, although the track was graded to Boyne Falls. In company with two other gentlemen, he started out to make the entire distance of seventy miles on foot, although the snow was up to their hips. The first day they managed to reach Mancelona and the second night saw them in Boyne Falls, where Mr. Herron visited a brother-in-law, subsequently walking the entire distance to Elk Rapids, and from there to Traverse City, where he took the train for home, vowing never to visit Northern Michigan again.

Two years later, however, he had reason to change his opinion and he bought out a homesteader three miles west of Boyne Falls and cleared up a farm, which he still owns. In the meantime he bought the corner lot on which his store is now located, and

built a store building, which he rented to John McFellin, who put in a hardware stock, continuing the business several years, when Hr. Herron moved into town to take the position of Postmaster during Cleveland's second administration. On the expiration of his term of office he put in a hardware stock, which he has since continued with excellent results from a financial standpoint. A few years ago he admitted to partnership his son, Clinton J. Herron, and the business is now conducted under the name of Herron & Son.

Mr. Herron's family consists of himself, his son and partner and an elder son, Willis I. Herron, who is employed as a clerk in the Custom House at Grand Rapids.

Mr. Herron is a member of the Presbyterian church of Boyne City and is one of the trustees. He was superintendent of the Sunday school for six years. He is a member of the Masonic fraternity, the Maccabees and the Orangemen. He was Township Treasurer for four years, Highway Commissioner for two years and has been a member of the local School Board for the past six years.

Mr. Herron attributes his success to attending to business, being honest with his fellowman, never trying to deceive him and to backing up whatever he may say to the limit.

Don't Attack Your Competitors.

There are many salesmen who do not seem to have learned that attacking the other man's goods is not only a waste of time but positively an injury to their own argument. A business man of experience has recently been quoted as saying on this point: I once knew a high-priced photographer who was continually having it told him that a competitor down the street took cabinets at about half his price. He never lost his patience. He would say pleasantly, "Yes, that's true, and I guess he does pretty fair work for that money." In four cases out of five the customer would conclude that the high-priced photographer must be a high-grade man and that his work was worth the difference in price.

Not only that, but a customer represents your attack on the other fellow when he is not there to defend his goods. Human nature likes fair play. I had a typewriter salesman insist on exchanging one of his machines for what he called my "old style" one. It ruffled me at once. "Old style," I snorted; "you had better go down to the — typewriter office and tell them that their machine is an 'old style' affair! Between your machine and this one I had rather have mine any day." And I feel that way every time I see him.

Don't be tempted into talking about your competitors. Lawyers, politicians and all manner of logicians agree that the strongest avenue to convincing argument is the admission of immaterial facts. The customer expects perhaps that you will antagonize your competitors and is impressed with your good nature if you do not.

Tell people that the other man's claims may be true for all you know, that his machine or his goods have merit, you suppose. Then tell your own story, and tell it well. Liberality will never lose you anything. It is often the finest example of business sagacity.

Competent Testimony.

Mrs. Nibbs—Why were you so absurd as to tell Bibbs at the dinner table that you can tell an old turkey from a young one by the teeth?

Nibbs—So I can.

Mrs. Nibbs—Nonsense. Turkeys have no teeth.

Nibbs—Well, I have.

Chaperons are Cupid's advance agents.

We manufacture

RELIABLE HARNESS

And warrant them to give

Absolute Satisfaction

Send for our catalogue

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

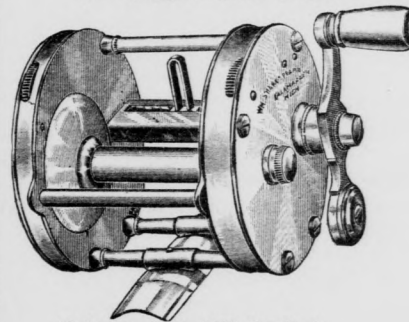


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OTHERS' EXPERIENCE.

It Doesn't Pay To Depend Too Much On It.

One of the discordant notes in life, struck for the young man who is preparing for entry into the world of accomplishments, is that reiterated cry of men who are already doing: "No; I wouldn't advise any young man to enter into this business."

It is a shock to the young man of the roseate fancy and the congenital optimism—both of which qualities belong to his age and his inexperience. The speech so often comes to him in that untimely moment when, admiring the accomplishment of one who stands for something in a special line of endeavor, the untried one is moved to speak of his own ambition to emulate.

Let it be understood at once that the fault is not with the young man's model for career building. The young man himself needs to prepare for the effects that come of asking for bread and receiving, all unconsciously on the part of the giver, a wholly undigestible stone. Imagination that is worthy the name has swift feet. For the young man of ambitions, ambition already has run for him a trial race to the goal of success. He sees himself as he would like to be, and he sees no reasons why he should not accomplish all of his ideal aims. On the other hand, he has turned to seek advice of the man who has paid the price of his accomplishments; who has paid time, money, endeavor, effort and, perhaps, here and there given concessions to temptations, feeling in the end that these last payments were at too high a price. Forgetting all this, the young man goes to the world scarred veteran seeking the rosy complexion of untried youth.

Tennyson was feeling for the young man in this dilemma when he asked:

Ah, what shall I be at fifty,
Should Nature keep me alive,
If I find the world so bitter
When I am only twenty-five?

He does not answer the question, but Time answers it, if young or old may be only schooled to wait. Long before fifty years have come to the average of Life's matriculants knowledge has overtaken the winged feet of ambition, and condition has replaced theory everywhere in life.

Eliminating all show of egotism, the young man needs to recognize that he is a thing unique in all creation. No other being has duplicated him, or ever shall this side of eternity and the abolition of time. At the same time he is only one of millions of other unique beings, to whose traditions, beliefs, mannerisms, conditions, hopes and fears he must yet owe all that he can even hope to be. All that he will ever be in life he must owe to the fact that he, fortunately, was not the first man; for Adam, merely reappearing upon earth in his innocence, would be in a patrol wagon before he could pass one side of a city block.

Conditions, therefore, are the vital things of life confronting the young man, and if even he should decide later upon becoming a reformer he can not hope to work successfully

without knowledge of these stubborn things upon which he would wage war. Knowledge that is deserving of the name, however, must come of experience. If there were a shorter route to it to be pointed out it is doubtful if the man who found it would be alive to show the way, for the reason that the sudden shouldering of all knowledge of all things would be fatal. Thus in the school of experience the tyro needs to learn—easily and naturally if may be, but by shock, if he must—that most of his idealities are to serve as mere landmarks along the way of life's rugged road, showing in after years the way by which he has come. And he, too, will be ready to advise with the ardent youth who seeks his counsel, "Well, I wouldn't advise a young man to go into this business."

The meat of it all is that the opinion of a man who has gone through all phases of his particular calling may have the best or the poorest judgment of that calling's possibilities. He has seen it as an individual, the like of whom never before was on earth, and he is expressing his opinion of it to another unique personage from that person's remotest point of view. It is a situation akin to a man's writing from San Francisco to a friend in New York, saying: "I am out here at last; I don't know anything about the other lines of road, but for goodness sake don't come by the route that I took."

It is possible to the young man to take up almost any line of endeavor, regardless of the experiences of others. If he is to be a success in these times of competition he will need to dominate his chosen work with the personality that is inseparably his. There are a dozen reasons why he shouldn't try to step in the footprints of a predecessor, and reasons why he couldn't if he would. The young man who takes up a life work can not take the methods of another man into a legal partnership; in a last emergency he can not go with them into a court of record with the hope of an alibi or plea of non compos mentis.

There is no doubt that among the honorable occupations of men some occupations are less honorable than others. There are lines in honor so fine as to be invisible to many eyes, while to others they are steel cables, barring the approach of one who looks. But some price not measured by dollars or time or endeavor must be paid for success in most of its worldly phases. Let the young man recognize this at the start; it is not too much of unearned knowledge, and it will save him the needless shocks that otherwise await him down the road. Give him the chance, if he wishes, to decide in what line of endeavor he may be called upon to make the fewest concessions of conscience. He can not learn of these, however, from the mere words, "I wouldn't advise a young man to enter this business."

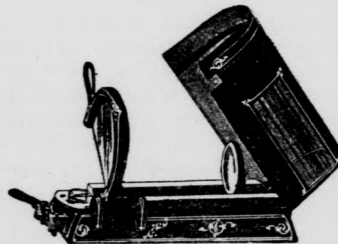
Rather, the refusal to advise as much is to advise him not to do so. In this advice of negative emphasis, reasons may be called for. Manifest-

ly the advice based upon the knowledge of having had to pay too dearly of the ethical and the spiritual can not apply to the young man who has consciousness of neither. On the other hand, knowledge that neither of these sacrifices need be made might be the appealing force to young men of the idealist type.

Have you explained, man of the world, just why it is that you would not have your son, for instance, follow your path in the commercial or professional world?

John A. Howland.

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Success Consists in Always Maintaining a Reserve.

"Success simply consists in always maintaining a reserve, whether of money or intellect or spiritual power, and in allowing that reserve to increase," says Dr. Harper in one of his talks to students, which he has just put into book form. The successful man, declares this conspicuously successful man, is one who has made a practice of saving part of his income, whatever its nature—one who has always a balance to credit in money, in physical strength, in intellectual power or in moral force. This, his capital invested, is the foundation of his fortune.

What is true for the college man is true for all men. The task of hewing one's destiny out of the solid rock of the future is as much a matter of muscle as a matter of tools. An ax in your hand is only an inert combination of wood and metals unless there is force enough in your arm to wield it.

A few years ago a young fellow just out of college, who had attained among his class a reputation for brilliancy, obtained an office position with a wealthy house, where, because of the friendliness of his chief, he had the best chance in the world to work up. But after several years he had not made a single rung of the ladder. And the head of the firm, a Scotchman, when asked by an interested relative of the young man for an explanation, replied laconically: "Bob's all right, but he wasn't brought up on oatmeal."

The failures of "promising" young men are often a matter of "oatmeal." In other words, they are meat eaters; they have a great deal of surface energy, but they have no staying power. They lack the essential of a reserve of strength on which to draw in hours of need.

The rocket type of man is another variety of the same general class. He starts off finely, flashily, making a magnificent show to the eyes of the admiring multitude. But his burst of glory is literally a burst. He uses up all his powder on his first spectacular performance. A shining light upon the horizon in the beginning of his career, he ends—a stick.

There is another side to the question. Many a young fellow starts out in business life with all the dynamic qualities which effect success; he has ability, enthusiasm, and is thoroughly on to his job. And he has likewise the static attributes of conscientiousness and loyalty to his employer. Yet he fails. Why he should do so is a mystery to many who look on. He works early and late. He never rests. Business is food and drink to him and not infrequently it takes the place of sleep.

Why is it that at the end of a year or two he has settled into a position from which he will never rise a single step so long as he lives? So far as his chances go he is an old man. It is just because he has spent his reserve. He is played out, except so far as routine work is concerned.

He is too tired to be able to look at things in a new way. He is no longer qualified to meet emergencies.

For the man who succeeds in the competitive business life of to-day is the one who is able, in addition to doing his daily stunt creditably, to meet emergencies. Work is really productive for the worker only so far as it increases his reserve.

Emerson defined character as latent power, as "a reserved force which acts directly by presence." The magnetism of a great man's personality lies in the fact that "half his strength he has not put forth." He has a power behind his deeds which makes his talent trusted. To the appreciation which other men accord to his work well done is added a confidence on their part that he can do as well again.

What is the reason that often from out a half dozen applicants for a position, all of whom bring references of equal weight, one man will be selected from decided preference—not from mere necessity of choice? There is something in the bearing of the man that makes the employer believe in his ability. His individuality is stamped with the hall mark of success, reserve. He looks as if he could meet emergencies.

Recently a young woman stenographer went into the office of a typewriter agency to use one of their machines, use of which was open to operators free of charge. The place was filled with girls who had registered with the office applications for positions as stenographer. The young woman herself had advertised for a place and, while waiting for answers, was putting in her time polishing up her technique. Presently the proprietor of the agency came up to her. "Do you want a position?" he asked. "Yes," she answered, "but I have advertised for one." "Well, I have a first class place," he said, "and you can have it for nothing. I'm up against it, for they want some one right away, and not one of that bunch over there could fill the bill." He told her afterwards that he did this because she looked as if she herself was her luck, which was his way of saying that she carried about with her that atmosphere of reserve which showed her to be one of nature's capitalists, an individual who had a balance to her credit.

Is it not the reserve of preceding generations that makes civilized man the heir of all the ages? To-day we begin life as capitalists, because our forefathers left to us a well invested capital; they did not spend either all they had or all they earned. A part of it they put out at interest; they always maintained a reserve and allowed it to increase. Otherwise man would be to-day a savage, at the mercy of the seasons and living miserably from hand to mouth.

Look upon the physical world about you and you will see that reserve is the underlying principle of nature's economy. Dame Nature, most generous of housewives, is least spendthrift. She is always garnering her forces, saving up for to-morrow. John A. Howland.

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The Woman It Is Easy To Get Along With.

Written for the Tradesman.

There is a prevailing mania among the young girls of to-day to pose as unconventional. They scorn the customs of polite society. They affect bizarre fashions, such as going without hats in the daytime, rolling their sleeves up to their shoulder and cultivating a complexion like a saddle skirt. At college they ape what they fondly believe to be the hoodlum manners of college boys. They make themselves ill smoking cigarettes that they abhor in their "dens," they drink cocktails with men in public restaurants. They are never so happy as when they think they have shocked somebody and they loudly proclaim that they are going to play the game of life according to their own sweet will, and not according to the Hoyle rules of civilization.

This they call being unconventional. Now, whenever a woman tells me that she is thoroughly unconventional I always put a black mark against her name on my visiting list. No matter how charming she may be, no matter how desirable she is in other ways, I know she is bound to be a trouble and a worry, and had better be avoided. She is the woman who never can be depended on to do the right thing at the right time. She aggravates your soul by neglecting to reply to invitations, and ruins your temper by coming when you don't want her, and going when you wish her to stay and imperils the peace of the community by saying the things that should be left unsaid. She is a boomerang in society that is continually flying back and knocking down innocent people.

Just why a woman should account it unto herself for virtue to defy the usages of good society is something I have never been able to understand. You often hear some woman described as "conventional" in a tone of voice that implies a criticism. It would be quite as just to attempt to throw obloquy upon a man because he was accused of being a good citizen, who respected and obeyed the laws. When mankind decided to cease being wild beasts and become civilized they made for their guidance certain regulations, which they mutually agreed to conform to for the general good. That is precisely what the conventions of society attempt. They are the laws we have evolved to protect ourselves from the tender mercies of indiscreet friends and the machinations of our enemies. They are simply the "keep off the grass signs" with which we warn trespassers off our individual liberties.

As a matter of fact the attitude of the woman who is thoroughly unconventional is one of utter selfishness. She never takes anything but her own desires into consideration, and it never troubles her in the least that she

upsets other people's plans. You ask her to dinner, for instance. All over the civilized world a dinner invitation is a sight draft on politeness that must be honored at once. But the woman who prides herself on her unconventionality declares she will never be ruled by the hide-bound laws of society, so she does not reply to your invitation until it suits her. The days go by and you agonize over your table, not knowing whether she will come or not. Perhaps on the last day she telephones that she will not come. In hot haste and in deadly fear of giving offense you ask a substitute to fill her place; then just at the last minute she walks serenely in and calmly announces that she decided to come after all. You conjure up a sickly smile of welcome, rush out and interview the waitress and count the entrees, put on another plate and wish to goodness you could make the laws for about five minutes while you fixed a penalty fitting the crime for such an offense. It does not make a bit of difference what kind of a woman she is. Although she were the Venus de Medici in looks, an Aspasia in wisdom and a Madame de Stael in wit, she has ruined your dinner party, and all because she refused to recognize the laws laid down for such occasions.

Then there are those delightfully unconventional people who take the liberty of revising your invitation list. In their opinion an invitation is a family affair and transferable from one member to another. They accept with alacrity and send whom they please, so that at your dinner of ceremony to a scientist you may have addle-pated Cholly, who does not know a blessed thing above a two-step, in place of his learned father, or at your butterfly luncheon to a debutante Maud's elephantine mother may appear in her place as a substitute that is expected to fill your heart with joy. It may be taken as a rule that a hostess generally knows what she is about, and has given some thought to the people she is to bring together. A tactful woman arranges such a matter with as nice sense of shading as a painter does a picture, and it is an unpardonable impertinence for a guest to presume to alter it.

Another thing the unconventional woman triumphs in is in disregarding the hours on her cards of invitation. Many of us have houses built on the contracted Queen Anne style of architecture and a hospitality designed on the roomy old colonial order. To reconcile these two we invite some of our friends to come from 3 to 5, say, and others from 5 to 7. If they would do it all would be well. We have probably spent sleepless nights trying to arrange our invitations so that certain congenial cliques would come at the same time, and miss other uncongenial factions. At any rate it would give everyone plenty of room and not overcrowd the dining room. It is a lovely theory, but the unconventional woman knocks it silly because she would rather die than go just when she is expected. She

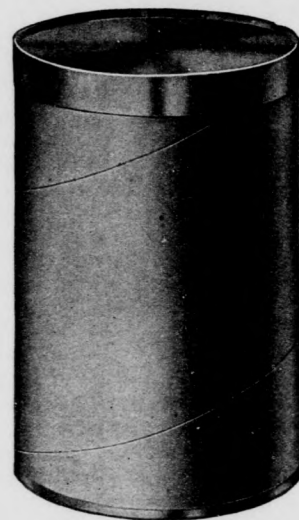
waits until the women who are receiving have grown limp with fatigue and the other people are coming, then she rushes in in her might and packs the little dining room to suffocation and turns what you had hoped would be a lovely little reception into something that is a pushing, scrambling mob.

We all know the woman who proudly proclaims she never does any ceremonious visiting, or goes to see people on their "at home" day. It is nothing to her colossal conceit that you might be pleased to see her on that day, and very sorry to see her at any other time. Then you have your rooms comfortable, you have donned your pretty house frock and have a smile and a welcome for all who come. On another day the story is entirely different. Every woman has plenty of work at home to take up her time. You may be busy making pickles, darning the children's stockings, doing a hundred household odds and ends of jobs, with your hair in curl papers and your working frock on. Here comes the unconventional woman who will call when she pleases and you must put down everything and go and see her. There is a fiction that we are always glad to see our friends. We are not. There are times when their visits are an unmitigated nuisance. Familiarity breeds contempt, says the old adage. The familiarity that is always popping into your house at all times of the day is the fruitful parent of gossip, hatred, malice and all uncharitableness.

Of course, the unconventional wom-

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an scorns the weakness of dress. To be suitably gowned for an occasion is to her an evidence of a tottering understanding and a weak intellect. She is never so happy as when she looks like a figure of fun. Give her the opportunity to appear at an evening reception in bicycle leggings and a short skirt and her cup of bliss overflows. She does not mean any rudeness to her hostess. She fails to comprehend that one's clothes are the subtlest sort of a compliment and that they may either say, "Oh, I don't think much of this. Any old thing will do to wear to your house," or else, "I have put on my bravest and best, as is only fitting when I am your guest."

I do not deny the frequent charm of the unconventional woman. She has the absorbing interest we all feel in a thing that is angles in every direction, and that we do not quite know how to handle. There is even a charm in her blunt speech and the uncompromising directness with which she tells us the truth, but, like certain pungent sauces, a little of her will flavor a great deal of society. After all, it is the conventional woman who is the one with whom it is easy to get along. She may not be exciting, but she is satisfactory. She does what you expect her to do. She recognizes your rights and insists on her own. She knows what to see and when to be blind. She never looks under the crust to see the under-side of things and accepts your polite fibs in the spirit in which they were offered. She never makes you uncomfortable. She never brings up forbidden topics. If you lived at the top of a tenement house and she went there to see you she would never complain of the steps, but insist upon the magnificence of the view. If you served her fricassed cat she would eat it and talk about the ancient civilization of the Chinese.

It takes a great many things to make this a comfortable world and chief among them is conventionality.
Dorothy Dix.

Discussion on Spoiling Children by an Unbiased Bachelor.

A bachelor can approach this question with an unbiased mind; he may be wrong, but he is at any rate impartial. Moreover, the judgment given here is not final; a court of appeal exists in every household, and there my decision can be reversed or upheld. Let me say at once that in my opinion the methods of parents are greatly improved and the spoiling of children becomes less common as the years go on. Whilst there is not so much of the "Go and see what baby is doing and tell her she mustn't," on the other hand the sentimental mother no longer permits her 10 year old boy to wear long curls, which some of us used to pull in school days with a cry of "Shop!" Let us argue the matter and see whether we are at one in regard to reasons. Three judges some time since had to hear a case, and they gave their decisions as usual in order of seniority;

Henn Collins, coming second, said, "I agree!"

Romer, the third, remarked: "I agree also!"

"Pardon me," said Henn Collins, "I wish to give my reasons." And having stated these at considerable length, he bowed to his colleague to intimate that he had finished.

"I still agree," said Justice Romer.

There was a time when children called their fathers "sir;" what the fathers called the children who thus proclaimed servility can be imagined. Those were days when no house was completely furnished unless it possessed a birch; when governesses used a ruler mainly for application to little knuckles; it was considered right and indeed indispensable that a child should be shaken regularly; nurses with the tact and intelligence of hens told their charges grisly stories that came back to terrified young minds in hours of sleep. Girls were brought up to be clinging and dependent, with a nice taste in fainting; boys were cuffed into a show of reverence for their elders. I see no good reason why the child of 1904 should envy the child of 1854.

What is the general spirit existing now between father and son? So far as I can see it is one of increased comradeship; fathers are younger than ever and join in games in which sometimes the old boys win, and sometimes the old boys lose, to the good sportsman this matters little or nothing. There are indoor recreations nowadays in which all the family can join, and sons, who are growing up and approaching the age when they have the inclination to be desperate blades and make their mark somewhere recklessly, can be induced (given discretion to parents) to see that home has the attractions possessed by fully licensed premises, without some of the drawbacks to be found there. No better way exists of training children to be good tempered; once a boy can lose even a mere game of bagatelle with equanimity, he has been brought far on the road that leads to a sane disposition. The father generally takes charge of his boy at 10, that being the age when the lad brings serious tasks from school in regard to which the mother, goaded by appeals for advice and assistance, generally replies that children who bother mothers about subjects which mothers learned years ago at school but have since forgotten are debarred, by a special regulation, from going to heaven. This is where the wise father who knows his own children comes in. If he can gain the boy's affection and respect at this age he will never really lose them. The greatest error that a father can make is to omit to note the year that is at the top of the current almanac and to forget that his sons grow older each year. There comes a time when they feel they have the right to smoke indoors, to take a glass of claret with their meals, to go on their own account to the play. Happy the father who knows the right moment for acceding to these applications.

The mothers' boys are of the age

when they can be placed in corners if their behavior comes short of absolute perfection, whence they are released on giving their parole. I suppose some little children are still punished severely, but the general trend is certainly in the way of milder correction; for my own part I would as soon think of whipping a lamb. Even the fiendish parent is now fearful of public opinion, and of the excellent society which prosecutes in such cases.

Occasionally a fear is expressed by fathers that mothers spoil an only child; the mothers always retort that is being done by the fathers. Certainly recital of the infant's repartees, description of his extreme goodness the first thing in the morning, account of his excellent behavior when no company is present—these are sometimes enough to turn heads and give a swollen idea of importance, but if this should be the case in early days, the impression is carefully removed so soon as the only child steps out into the world and meets his peers. I would rather this overpraise than encounter the perpetual nagging, the deeply rooted conviction that whatever the child desires to do becomes, ipso facto, wrong and deserving of reproof. The artful child, recognizing the defects of this system, conducts himself as Brer Rabbit did after the struggle with the Tar Baby, protesting wildly against the thing that he desires to be done. Some parents have a special voice for their children, just as people shout to for-

eigners. I can not think this necessary; children have powers of hearing that are quite as good as they need be.

For the youngsters themselves, I don't know any better counsel than that given by Mr. George to Woolwich Bagnet: "The time will come, my boy, when this hair of your mother's will be gray and this forehead all crossed and recrossed with wrinkles. Take care, while you are young, that you can think in those days, 'I never whitened a hair of her dear head, I never marked a sorrowful line in her face.' For of all the many things that you can think of when you are a man, you had better have that by you, Woolwich!"

W. Pett Ridge.

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BRAIDS AND BUTTONS.

Some Novelties Shown Now for the First Time.

Silk braids have come to their own again, and buyers are stocking with them. Women demand high-class novelty silk braids for their winter gowns and these braids form the best trimming possible.

The spring braids are in the daintiest shades imaginable. Chenille braid with a serpentine pattern is especially pleasing, and as a general rule the ground is pure white with the color laced through. Chinese blue is one of the prettiest of the new shades, and the woman who can pass it by is indeed lacking in perception of the artistic.

Diamond braid about two inches wide forms the background for the ever-popular Greek key design, worked out in soutache in richest colorings. With a black ground soutache in burnt onion it is very effective. This braid is pleasing for collar and cuff sets, and will doubtless find its place in the trimming of revers and in fact there are few places where it can not be used to advantage.

Persian embroideries are popular, and this season they will probably be very good property. While these have had some vogue for some time, still every season sees some new effects, and combinations of color which should place them in the front rank as favorites.

These come in the form of a bottom finish for skirts of ombre tones. These same embroideries can be employed to advantage in artistic scrolls and individual designs which stamp a woman as well gowning.

The ever-popular flower designs are with us this season in the braid lines. In the line of novelty braids, perhaps, none come quite up to the peacock feather design, which has the identical coloring and shape, a braid which should be popular with lovers of the beautiful.

The suit and coat men are using great quantities of the pearl buttons. These are strong in public favor and the manufacturers of ready to wear clothing have infinite possibilities in the molding of fashion. Medium sizes are most popular although some of the elaborate suits show odd buttons, so handsomely designed that they are almost exclusive in style.

The number of women who dress well, and still buy their suits and coats ready made, make a big field for these manufacturers. They demand styles which are just as careful in execution as the best of the tailors, and in many instances they get them. If a woman is willing to pay a good price for a ready made garment she can get better value for her money than if she has the garment made to order. Of course there are any number of women who understand this clearly, with the result that the manufacturers have to use the best of trimmings. There the most popular styles always find expression, and the buttons which the manufacturer's employ are the ones which will be most popular during the season.

The belted coats of the fall and winter had to be trimmed with handsome buttons, and they added materially to the appearance of the coats. For the spring the manufacturers report that there will be any number of buttons used, so that it bids fair to be a button year all right.

It is reported that there will be considerable demand for leather trimmings. This month will mark their introduction into the trimming world, and we are promised some very startling things. There is no reason why leather trimmings should not find favor with the trade, and it is predicted that during the late winter and early spring they will be very popular.

Large square buttons come with various designs. Perhaps the very handsomest of these buttons are perfectly plain with the beauty of the stock showing to a greater extent than would otherwise be possible. These buttons are much in favor for trimmings, but as they are awkward to slip through a buttonhole, their usefulness is somewhat impaired, and they are sold strictly on their merits as ornaments.

Burnt leather for some time has had a vogue, and that it has reached the button field is in no manner surprising. Large buttons come with their leather faces handsomely designed, and the rich effects obtainable by the use of the pyrographer's needle can hardly be surpassed.

Fabric covered buttons are popular with women who desire to match the fabric and color of their coats

and gowns perfectly. With the enamels it is possible to get somewhat the same effect, and some of the plaid enamels which are brought out this season have all the appearance of the real fabric.

The shapes are very similar to those in use for the past year. While there are some few oddly-shaped buttons which always find favor with the lovers of the odd, still the general demand centers pretty closely upon the regular goods.

Enamel has once more come to its own, and the various forms in which this old friend can be found are interesting even to the outsider. It seems as if the manufacturers were making special efforts to produce effects which were in vogue several generations ago. The most popular designs have been taken bodily from authentic copies of famous buttons and buckles, and they form a pretty and dainty accompaniment for the quaint costumes on which the present styles are modeled. The dainty shades which are in favor this season have received very skillful treatment at the hands of the workers, and the results are creations of art, and happy the woman who can afford one of the gems.

The miniature buttons which were so popular during the past season will not be readily relinquished by the woman of taste. They are inconspicuous little things, but they have the ability to make a belt dressy which would otherwise be too plain for fine use. They come in so many tones that it is possible to match almost any of the popular colors.

The pearl buttons which come in the various tints and shades help wonderfully to make belts handsome. The rich shadings in these little buttons give them an air of life which is very attractive, and while the cost is not inconsiderable, they are easily worth it.

In the tiny buttons which find so many appropriate places on the modern gown there seems to be a preference for the dainty enamels. While this may prove wrong later in the season, still the demand the latter part of the season pointed that way, and the newest designs have novel enamel effects.

Handsome pearl buttons are in favor this season. Some of the finest and most expensive of these show

delicate designs in the gold deposit and they are particularly fine work. These are called "Auto" buttons by men who have an eye to the ultimate use of them, and they should be especially handsome in this connection.

Leather covered buttons for heavy outside coats should prove attractive to people who love the eccentric. The buttons are so designed that they show a large portion of the leather or kid or whatever is intended to match the coat, and this is framed in the gun-metal or gold frame of the button. They are durable and make desirable novelties.

The only thing which is especially worthy of note in the novelties this season is the tendency to popularize the "Louis" styles. The Pompadour buttons, as they are called this year, have gone very well. These, for the most part, had designs of tiny roses, the kind commonly known as "Pompadour," and dainty in every detail. There is a big field opened up to the manufacturers and importers in this mode, and button men will be quick to grasp it.

From present prospects it appears that gilt is to be popular during the coming season. The domestic manufacturers of buttons say that there is considerable demand for this ever-popular finish, and they are turning out great quantities of it. Last season buyers simply could not get enough of the gilt goods, and the stock which they were able to secure was sold almost on delivery. This season, while conditions will not be quite as bad as that, still there is a general belief that gilt will be good and buyers are loth to discard it.

Queer spirals in the enamels are much in favor and remind one suspiciously of the funny little cakes with the spiral icing which our grandmothers used to make. At any rate the spiral designs are in favor, and buyers are in no wise particular as to whether the spiral be true to type or not. The woman with the gown taken almost directly from some French fashion plate will wear buttons with pure Greek designing.

Automobile buttons are much in favor and are used on almost everything. The designing is good and the buttons are essentially new.

The button vogue this season appears to run to handsome enamels. These enamels are to be found in

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both the glowing tones, rich high colors, and the pastel shades. The pastel shades are much in demand and harmonize well with the styles of the present day. The gowns which are much betrimmed with ribbons and other ornamentations need but little decoration in the form of buttons, and as a result the buttons are designed in such a way that they simply seem a part of the whole, and attract but little attention on their own account.

Dainty hat ornaments come in the form of elaborate enameled buttons, and the milliners find that they are exactly what is needed to give the finishing touches to a fine creation. The highly colored enamels have been superseded to a certain extent by the dainty pastel shades.

Spiral effects in the gilt and enamel are handsome and in the larger sizes are especially effective.

The demand for high-class laces is rapidly increasing and the retail selling of handsome hand-made laces is better than for several seasons past. There is a heavy demand for French and Irish crochet laces in elaborate and costly patterns, and also accessories of all kinds with trimming laces to match in the hand-made net variety of different webs, among which are Irish point and Carrickmacross, Brussels applique and point d'aiguille.

Curious new hat decorations are lilies of the valley, formed of tiny straw buttons, arranged on a stem so as to simulate these pretty flowers with considerable accuracy.

BELTS AND BUCKLES.

Some New Things in Both Lines Shown This Season.

In the belt market things have not quite rounded themselves into shape for the spring lines to find ready acceptance. Few people know what the trend of the fashions in separate belts is to be, and as a result the few sample lines which are being shown depend for their new styles upon the styles already shown in Paris and European centers of fashion. Some manufacturers prophesy the dropping of the shirt waist by the modern American woman, and of course with it the odd belt.

This opinion has but few backers, however, and most manufacturers are banking on the fact that the American woman knows a good thing when she gets it, and is not going to drop the shirt waist for some time to come, at least. It is a practical utility article, and both for the working woman and the dame of leisure, it forms a pleasing change from the gowns and suits demanded for extremely dressy occasions.

One rather eccentric belt is shown with a simply tremendous buckle. It is at least six inches in height and proportionately wide. It almost reminds one of the old-fashioned girdles which were so stylish in our grandmothers' days.

Many of these belts have the back pieces formed of several strips of the leather, and tacked to the belt proper with buttons of different sizes. These belts are made with the tongue, and

the tan shades are quite popular. The large buttons in the dome and conical shapes are the ones which are seen on most of these belts.

Jeweled buckles are much in favor, and the buckles are somewhat less showy than hitherto, for the simple reason that the belt itself is coming in for a larger share of the attention and is elaborately made, so that the decoration in the form of a buckle is oftentimes superfluous.

It is to be a good buckle year, and the buckle men report that finer buckles, and more expensive ones, were ordered than is usually the case. The vogue of the art nouveau buckles is still with us, and the buyer who can not make a fine showing with a strong art nouveau line is indeed out of the running. The brilliant enamels and the pastel shades both make showings which can not be surpassed by anything in the line of metal work, and some of the designs are almost fine enough to go on the jewelry counters. The buckles are plentifully adorned with imitation jewels.

A beautiful shade of green is shown in the retail stores especially for the holiday trade. It is one of those rich melting tones which can not but harmonize with other colors, and the belt is a bit less ornate than the majority of the holiday goods.

Oriental embroidered belts and girdles remain in favor, and as the prices are away out of the reach of the person with limited means, the designs are about as exclusive as possible to have them. The colors

are somewhat more subdued than was formerly the case, and as a result the belts harmonize with the styles of the season.

One store in this city which makes a specialty of fine belts for critical people has made some very elaborate displays of these Oriental belts for the holiday trade. Both gold and silver thread is used a great deal upon them, and the designs are about as captivating as anything on the Chinese and Japanese can well be. Each belt appears as if it might be the work of an artist, and the prices are gauged accordingly.

Fitted belts, with their molded forms, adapted to wear with almost any kind of a gown, are much in favor. These belts have to be exceedingly well made to wear well and the slight boning must be of the best quality if they are to keep their shape.

The most stunning designs of the winter season are now being shown for the real Christmas trade. Every buyer saves a certain number of exclusive novelties until late in the season and then springs them upon his customers, with the result that they are far more readily snatched up than they would have been a month ago. Several of the new belts for this season show effects a great way out of the ordinary. Price no longer is a guarantee of novelty in design, for some of the moderate priced belts show extreme designs and are very popular with the most discriminating people.

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LOOKING BACKWARD.

Boy's First Journey Into the Great Wide World.

Chapter VIII.

At Morgan City a line of vessels running to Vera Cruz, Mex., and Galveston connected with the Morgan railroad, which I had hoofed a distance of ninety miles. There was one steamer in harbor, the Whitney, bound for Vera Cruz, and it only awaited a flash at me before making an auspicious and dignified start. A huge affair was the Whitney, wide and flat, with a walking beam engine—one of those river relics that burn, blow up, or sing as a side issue to Sunday school excursions. With vague ideas of what might be doing, I limped aboard and asked the first man for a job.

This large, hairy person bossed the genteel pastime of lowering freight into the forward hatch, swearing in a florid style all his own. When I spoke about bounding away on the laughing billows with him he regarded me hopefully and wanted to know if I had a pair of scissors. I said I had not.

"Because if you had you might get a berth down below trimming coal," he said.

"Maybe I can borrow a pair from the other fellows," I ventured, "and if you'll show me how to get down there I'll try."

That subtle seaman pointed out an iron ladder leading into the lurid bowels of the ship, and I was making for it when a young man in a blue cap, probably a freight clerk, headed me off.

"Don't try, sonny," he cautioned. "That place would kill you. Nothing but niggers can stand the fire room. See the steward. He might fix you."

I did see the steward, a fat negro resembling Billy Rice in stage make-up, and he fixed me plenty. The steamer was due to sail in an hour or so with 200 cabin passengers. Seven of the ten coon waiters had struck and gone ashore because they didn't esteem the Hon. Billy, promoted to chief steward from among their ranks on the previous trip. Each of the malcontents thought he should have won the epaulets. In a tempest of rage, grief and mortification the blighted seven jumped the ship, and, moreover, they boycotted Billy Rice so that all well disposed coons affiliated with the Food Passers' union kept away from the usurper in the hour of his greatest need.

The idea of putting to sea with the three black dubs who stuck handling the table service for 200 people filled the mind of Billy Rice with frightful forebodings. He would look worse than the steward on a sampan, and Billy knew it. So he fell upon my neck as the savior of his reputation when I said I could handle more cooked grub than any six men, white or black. It was necessary to tell Billy something of a cheering nature in order to debut as the only white food passer sailing in those troubled waters.

Under certain stress a fellow is justified in lying, if only for a mere mat-

ter of self-preservation. It was imperative the Whitney should go to sea. I had to go somewhere, and, as we needed one another in our business, what was more natural than that the Whitney and I should form a diplomatic alliance? And yet I was a hollow mockery; or, to put it even stronger, an empty fraud about to bunko a confiding steamboat.

In a hazy sort of way I understood the duty required of me was to dally with real virtals, and I was willing to learn all over again. Mr. Rice was too absorbed in his own troubles to take much notice of my general fuzzy, sleeping out, rained on, flea bitten, half starved aspect until the steamer was well down the bay. Billy then gave me a lovely white jacket that buttoned up to my chin. After scouring my face and brushing my hair my upper works took on a beauteous form, quite pleasing to behold, until I looked at my feet, which were all to the peacock. My fine feathers drooped and I felt like a bird of low degree among the ladies and gentlemen in gay traveling plumage. However, my mind was not permitted to dwell on the outer man.

It was midafternoon when the Whitney cleared and the scant cabin force tackled the prodigious task of laying the tables and serving supper. Billy Rice, his three black food passers and myself toted great loads of dishes from the pantry to the long saloon. This work kept us on the broad jump, but I found time for keen side diversion at once profitable and soothing. Connected with the pantry was the officers' messroom, in which supper was already laid for the dog watch. A narrow table placed against the wall was stacked with cold meats, fowl, sardines, salads and pastry sufficient for five men. In one hour, passing in and out, I cleared that table while helping to set the cabin board. I won something each trip, and sometimes a double portion, devouring pie and smoked salmon with equal eclat while on the double quick.

My fellow food passers regarded me with superstitious awe common to the negro. Billy Rice, although he said little, seemed depressed by the knowledge he had signed and shipped for that voyage a living, breathing famine. My skinny legs were hollow, and I couldn't stop eating until the bones ceased to rattle. Two weeks on a desultory diet of bananas, three days in the dry gingerbread class, and one night and the greater part of next day at Morgan City without food had geared me up to the mean voracity of a threshing machine. Billy Rice at length viewed my case in a proper light.

"White boy," he said, "you shore am hungry."

I confessed to a faint gnawing in my vitals.

"But if you can feed other white folks like you do yourself," the chief steward continued, "the ship is saved."

Blushing with pride, I said my aim was to give the passengers a run for their passage money after getting myself filled up. So when I slowed down we spread another lay-

out for the dog watch, and pretty soon a grand free for all foray opened in the main saloon.

Waiting on table is easy enough when you know how. Slender maidens with their thumbs immersed in hot soup have been seen to glide serenely and never spill a drop, but that was done on an even keel. Aboard a rolling ship it is different. There the food passer requires a steady brain and eye, sea legs and the trick of juggling perfected to the highest possible art. All these qualities I lacked, and it wasn't long before the passengers and even B. Rice discovered me to be a four-flusher of the first water. The cabin resounded with the wails of the maimed and hungry.

I made a hideous mess of things on my station—anoined myself, the cabin, and its contents with soup and gravy; took an order from one person and served it to another—ever and anon chipping chunks off the gilded wainscoting with my moist and burning brow. Because of my color, perhaps, and the manner in which I strove to please the more fastidious, our passengers yielded to the not unnatural belief that I owned the ship. One red headed pilgrim to Vera Cruz addressed me politely as Mr. Whitney, to the annoyance of my black contemporaries, and as Mr. Whitney I was known throughout the voyage.

Somehow we struggled along and fought that first meal to a bitter finish. I was covered with shame and prune juice and other things, and the grand saloon resembled the lunch hour on a chowder steamer. During a lull in the havoc, when passengers and food passer paused for breath, the ship gave a lurch. She sidestepped on me. I was standing at attention at one side of the saloon. My heels struck the side or combing of an open state room door, and in I fell on the flat of my back. The jar rocked the ship and shook a shower of glass pendants from the grand chandelier above the table.

That stunt was the best thing I ever did on any vessel, for the introduction of vaudeville at a critical stage in the tragedy dispelled the dark looks and muttered threats which portended open mutiny. The scalded, gummed and streaky passengers broke into cheers and merry shouts of laughter. They thought I was killed. Even when the white ghost of Mr. Whitney crawled out of the stateroom to haunt them some more the general good feeling was such that no one thought of reporting to me any incivility or inattention on the part of the waiters, and thereby conferring a favor on the management.

Over night our noble ship wheezed its way into the fussy waters of the gulf, and in consequence the eating force was vastly diminished. The ill ones seemed glad because we did not have enough waiters to go around. Less than half the cabin complement appeared at breakfast, and while that meal was on Billy Rice made a discovery which tickled me as well as himself. Wheat cakes are one of the few edibles that will

not slop over or spill at sea, and, as our cook made them, the cakes clung to the plates like patent medicine stickers. My career at once took shape.

I could serve the wheats without attracting undue notice, so they promoted me to pancake editor, in which capacity I issued three editions daily, with an occasional fried egg extra. Thus, in a way, I got a taste of yellow journalism long before my time in Park row. In a short time I grew quite pert and could gallop into the grand saloon—the hollow of my left arm piled high with little plates, which I shot around the tables after the manner of the fellow dealing poker to experts who desire one card on the draw.

Furthermore, in recognition of my one deep sea talent, B. Rice published pancakes for every meal just to help me along, and I'll never forget him for that.

No matter how poor, humble and worthless he may be a boy will do one thing properly, and if encouraged in that one thing his confidence is established and he eventually aspires to something ennobling and uplifting. Less than two weeks later I earned 40 cents shoveling oyster shells at Galveston, Tex.; but, as Rudyard once said, that's another item. Just the same, I look back with pride to my career as pancake editor.

All days look alike in the busy routine on board a crowded vessel, and I really fell into the way of going shipshape. Food, sleep and excitement soon rounded out the hollows in my boyish cheeks, and Mr. Whitney, with the cares of a large steamboat on his mind, fared well.

One of the black boys gave me a shirt and collar, another trimmed my hair, and a passenger whose heart was large and his feet medium tipped me to a pair of shoes. The condition of my old ones was wretched in the extreme. Run over at the heel and turned up at the side, they gave my feet the appearance of being set in italics. These italicized feet always emphasize a hard luck story.

While the ship lay at Vera Cruz they kept me on board to scrub things. On the way back it stopped at Galveston. There I spurned B. Rice, tendered my resignation as pancake editor, and went ashore to swing Texas around by the tail.

Charles Dryden.

There is quite a general movement on the part of cities throughout the country toward building good roads through their suburbs to connect the well paved streets of down town sections with the country roads. This movement in several cases has been caused by automobile clubs, but in this instance at least the farmers should make common cause with the automobilists.

Many a boy is sent to college because he does not seem to be good for anything else.

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CANNED SALMON.

Some of the Peculiarities About the Run of Fish.

The crop of canned salmon on the Pacific coast is worth about \$12,000,000 a year, and therefore that fish outranks all others in its direct value to mankind. The average crop is 3,500,000 cases of forty-eight cans each, or a total of 168,000,000 cans; an average of two to every inhabitant of the United States. An ordinary fish will fill four cans; hence the average annual pack represents about 42,000,000 fish.

This year's pack is a failure, as it is every year in which a President of the United States is elected. The returns are not all in yet, but the best judges estimate a total of only 2,250,000 cases, the smallest crop since 1896, which was also a presidential year.

It is also a remarkable fact that salmon run in the greatest abundance in the year in which the President of the United States is inaugurated. The year following the inauguration only a fair run is expected, while on the third year of the presidential term the fish are out in reasonably large quantities. During the period of presidential elections the fish are exceedingly shy and scarce. They are only seen in small schools, and keep out of the way of traps, nets and all fishing devices. Dr. Jordan, President of Leland Stanford University, who is a famous ichthyologist and ichthyophagus, says that, assuming the year of the inauguration, which is the big year, to yield 100 per cent., the next year may be expected to produce 50 per cent., the third year 65 per cent. and the year of the election 35 per cent. This singular proposition is borne out by the statistics, and is something more than a coincidence.

This is especially true of that species of salmon known as the "sockeye," an Indian term which has no reference to the organ of the vision of the fish, found in great abundance in Puget Sound. The catch of sockeyes is always twice as large in inauguration years as it is on the years of presidential elections.

The ratio of variation has prevailed as long as the oldest inhabitants can remember, and as far back as Indians traditions go. Next year a rousing big catch is expected, and the cannery along the coast are making their preparations accordingly. Indeed, this phenomenon is so well understood that it enters into the calculations of dealers as well as packers, and they manage, if possible, to buy heavy reserve stocks in inauguration years, when prices are low on account of the supply, and hold them over in storage until the lean years bring higher figures. A few weeks ago in Bellingham, where the biggest salmon cannery in the world is to be found, I saw a mountain of canned salmon which has been accumulating since 1901 in the expectation that this would be a very lean year, and prices are higher than ever before. The crop of 1904 has been largely oversold, and the stocks in

the hands of the jobbers and wholesalers are pretty well exhausted already.

I was not able to find anyone who could explain why the catch should be so very small on the year when Theodore Roosevelt and Alton B. Parker are running for President, and it may be a reflection upon them, but the packers feel worse about it than they do.

The explanation of the lean and fat years as given by the highest authorities is as follows: All sockeye salmon go out into deep salt water when they are one year old, and remain at the bottom of the sea for three years. When they are four years old, by some instinct which nature has implanted, they return to the river or the lake in which they were born, to spawn, and then die. Salmon never spawn more than once in their lives, they always spawn in fresh water, and when that function is performed they commit suicide with savage desperation. Their entire nature changes. They seem bent upon self-destruction, and after they have laid their eggs they often throw themselves out of the water upon the banks.

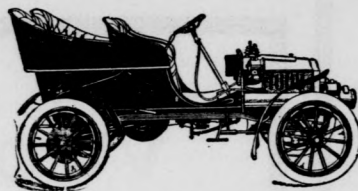
A theory, based upon these facts, is that, generations ago, a great flood at the spawning period of the year filled the rivers and the lakes along the Pacific coast, and swept the spawn which the fish had left out into the ocean, so that very little of it was hatched.

This took place as far back as Indian traditions go, and the aborigines, having learned this phenomenon by experience, never set their nets on the fourth anniversary of that great tragedy. It so happened that the first presidential election in the United States took place on one of these lean years, and has followed the cycle ever since. The year following, however, which happens to be the same as that on which we inaugurate our President, there is always an unusually large run, which carries with it the stragglers from the year before. This applies only to certain

kinds of salmon; those which run in the summer months. The Steelhead, which is almost the same as the Kennebeck salmon, and those are found in the rivers of Canada East, run in the winter and are not affected by presidential elections. Nor is the royal chinook or king salmon, which runs in April; nor the coho or silver salmon; nor the log salmon, which runs in October and November.

There are five kinds of salmon, and each has its own remarkable individuality. The king, or chinook salmon is the largest species, averaging twenty-two pounds in weight, and often running as high as eighty pounds. It is of a bright silver color, with black spots on its back and tail when it is young, but its color grows dull as it gets older. The flesh is red, firm and oily, and superior to that of any other salmon, but when the fish is four years old it begins to turn white, although the change in color seems to make no difference with the flavor. It spawns only in large rivers fed by snow, and gets as near to their source as possible. In order to do so it is compelled to start on its journey as early as May 1. In the Yukon of Alaska it runs nearly 3,000 miles to spawn at Caribou Crossing, at the foot of Lake Bennet, where every season hundreds of thousands

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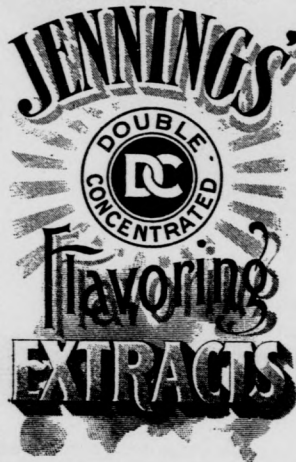
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every time. They know that Karo is corn honey, containing the same properties as bees' honey.

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of dead chinooks can be found lying where they committed suicide upon the banks. It also runs in large numbers in all of the other Alaskan rivers, and it follows the Columbia, the Sacramento and other southern rivers to their sources in the mountains. An average value of \$2,000,000 of king salmon is caught and canned on the Columbia river every year, and \$300,000 or \$400,000 worth are shipped frozen to market.

The red salmon or sockeye has a very bright blue color on its sides and back, and a silver belly when it is young. Later it becomes a deep crimson and the head is a bright olive green. At all times the flesh is a brilliant red, firmer and drier than that of the king salmon, with almost as fine a flavor. The red salmon will average about eight pounds in weight when it is four years old. It never spawns except in a river with a gravel bottom just above where it flows into a lake.

Dr. Jordan says: "The red salmon never runs in a river which does not flow into a lake. The stream may be large or small. Frazer river is more than half a mile across, and the Boca de Quadra stream one may step across. It may be long or short. The Yukon is nearly 3,000 miles long, and the red salmon ascends to its lakes, 1,800 miles up stream. The Boca de Quadra, noted for its red salmon, flows out from its lake at a point within ten rods of the sea. Large or small, clear or turbid, a stream without a lake never carries red salmon. For this reason, if not for others, it is unknown in the Sacramento, and in the Ketchikan, Skaguay, Dyea and other streams of Alaska, which would otherwise be available."

Mr. Hunton, manager of the Pacific American Fisheries Company, at Bellingham, told me that the sockeyes in Puget Sound average about eight pounds in weight. They travel from twelve to fifteen miles a day, generally keeping close to the shore until they find their parent river. During a big year like 1901 they sell, big or little, for twelve cents each. Last year, which was a poor run, they were twenty-two cents. This summer they have been thirty cents apiece.

The silver salmon is rather a poor fish, and sells at low prices. When canned it is worth only about half as much as the red salmon. The humpback is still cheaper, but is regarded as a food for the poor who can not afford the better grades, and is sold largely in the Southern States among the negroes, in Japan, China and other countries of the East, in the mining camps, to Indian traders and a considerable quantity is shipped to Central and South America. The humpback salmon is quite as nutritive as the higher grades, but lacks the flavor. Dr. Jordan says that the dog salmon should not be canned at all, because it will not keep, but large quantities of it are put up by packers when no other fish is running in order to keep their plants in operation. The wholesale price of dog salmon is \$1.60 per case of forty-eight cans, although it costs at least \$2 to put up a case of fish. The tins cost 65 cents, the boxes 11 cents, the labels 5 cents, the

labor 52 cents, the freight 30 cents per case of forty-eight cans, and other charges accordingly.

The humpback salmon is worth about \$2 or \$2.25 per case; the silver salmon from \$2.60 to \$2.75; the red salmon from \$3 to \$4 and the chinook from \$3.50 to \$5.50.

The humpback salmon comes only every other year, and nobody seems to know why. It is a most extraordinary fish. So long as it is in salt water it is shapely and beautiful, but as soon as it strikes fresh water a hump begins to grow on its back, and then from five to ten days later, after it has cast its spawn, the hump sloughs off and the fish dies.

Fishermen believe that salmon always return to spawn and die at the very place where they were born. Scientists dispute this theory in detail, but are willing to admit that it is generally true. Dr. Jordan, for example, who, as I have told you, is the highest authority, says that nearly all salmon return to the region and, generally speaking, to the same stream in which they were spawned although he declares that there is no reason to believe that the fish are aware of the fact. At the same time he admits that this subject is much in need of further investigation, and he is willing to change his opinion if convincing evidence is presented.

He explains that the lives of the salmon, between their first and fourth years, are spent in deep sea water, but they seldom get more than thirty or forty miles from the mouth of the stream in which they were spawned. When it comes time for them to seek fresh water they naturally follow the coast to the nearest stream, and the chances are that they will find the one in which they happened to be hatched. "Undoubtedly," Dr. Jordan says, "many salmon ascend or try to ascend streams in which no salmon was ever hatched. In little brooks about Puget Sound, where the water is not three inches deep, are often found dead and dying salmon which have entered them for the purpose of spawning. It is said of the Russian river and other Californian rivers that their mouths in the time of low water in summer generally become entirely closed by sand bars and that the salmon, in their eagerness to ascend them frequently fling themselves entirely out of the water on the beach. But this does not prove that the salmon are guided by a marvelous geographical instinct which leads them to their parent river in spite of the fact that the river can not be found. The waters of Russian river soak through the sand bars. The instinct of the salmon, I think, merely leads them to search for fresh waters."—William E. Curtis in Chicago Record-Herald.

When business is dull post up on some feature with which you are not as familiar as you might be. In this way your slow days may be made the most profitable of all.

If it's too hot for you to work it may be just cool enough for the other fellow and he will do the business.

Watch the Next Job Up.

From \$6 a week to \$6,000 a year is the record made in twelve years by a young man who is now managing the New York business of a big Cincinnati manufacturing concern. He is now only 31 years old, has not lost his head, is not wasting any time looking back to see how far he has gone and has his eye firmly fixed on the next higher rung in the ladder. He has invested a portion of his savings in the stock of the concern and, if he doesn't get close to the top in the next ten years his friends are bad guessers.

This young man started in as a sort of office boy with the firm in Cincinnati when he was 19 years old. He had completed a course in the high school and spent a year or so in working for other concerns at small wages. He soon saw that his new employer was a substantial firm in which merit would win—and he tied to it.

Asked how he managed to increase his salary from \$6 a week to something over \$115 a week in so short a time he explained, without indulging in any self-laudation, that he always kept one eye on the job next above his.

"I was fortunate," he went on, "in getting into the employ of a firm that was young but on a solid footing, and growing rapidly. I didn't have to wait for the man above me to die or get discharged. As the business expanded the best men were pushed up. There was a constant demand for men

of executive ability, who knew the business and the methods of the concern, to fill the higher positions.

"I always made a practice of observing how the man above me handled his work, and when I thought I saw where his methods could be improved upon I made a mental note of it. While always striving to do my own work in the best manner possible, I kept studying the duties and the methods of the man above. When that man was moved up a notch and 'the old man' asked me if I thought I could fill that place, I was able to say with confidence that I believed I could.

"If a young man in such a concern as this performs his duties conscientiously and follows the simple rule of keeping his eye on the job next higher than his own, he stands a good chance of advancing."

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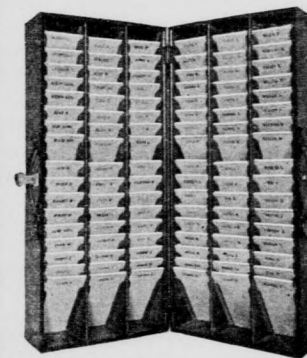
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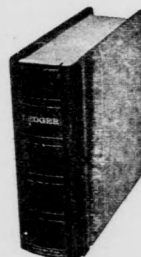
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GETTING STARTED.

Some Difficulties Encountered by the Young Physician.

I am a doctor of medicine. I was born on a farm, reared on a farm and it was from a country schoolhouse at a crossroads that I started out, practically penniless, for the acquirement of a higher education that should be the basis of a medical training.

Well, I am regarded as a fairly successful general practitioner, but I will say that, as compared to becoming the fairly successful practitioner that I am, counting only from the receipt of my diploma in full from the medical college, all the other hardships and heartaches, footsoreness and weariness leading up the educational hill to that diploma are dwarfed until the path of education lies white and smooth beside the miry way of a young doctor's experiences.

I am not a "sorehead," to use a slang expression. There are a hundred others in this great city who will echo all I shall say in this autobiography of experiences. But what shall they do? What shall I do?

I might go far enough to say that the medical college falls short of preparing the young graduate for the rough school of experience into which he is tumbled without preparation and without suspicion of the necessity of self-defense. In a measure he is disarmed for the overwhelming ethical dragons that line the road up which he must go towards success.

Ethics, of course, is one of the great preachments of the medical school, but it is the ethics of the student-doctor toward the established practitioners, with nothing of word or warning regarding the ethics of the older doctor toward the new practitioner. No mention is made of this, perhaps, because there is no such code in reality. And if there is none in the city, there is aggressively none in the smaller centers of population.

On one occasion when a dollar was phenomenally large to me I received an emergency call while I was out of my home office. I returned within an hour and responded to the call, administering to the needs of the patient, giving him far more time than I would give such a case to-day, and leaving him resting easily. I had been told that I was so long coming that a call had been sent in for another doctor in the neighborhood, but that he, too, had not come.

This physician had an established practice in the neighborhood where I was then struggling for existence. I met him on the stairs of the flat building as I went down. He scowled markedly as he bowed and started to pass me.

"I have just been to see Mr. Blank," I said, in explanation; "they said they had called me first and I seem to have beaten you."

He scarcely grunted as he went on up the stairs as if I had not spoken. "Ethics," as I had been taught, required him to acknowledge my explanation in a civil manner, to go on upstairs and make his explanation, then to leave and distinctly not to

send in a bill for services. In stead, however, my telephone rang an hour later and a woman's voice informed me that she was Mrs. Blank.

"You needn't come any more, Doctor; Dr. Boneset has the case."

Presumably he got all the fees; I remember that mine was never paid!

In such a case as this the ethics of the profession might easily be laid aside and the commonest interpretation of the word charity still suffice. The youth, inexperience and newness to his environment are hardships enough on the struggling young physician without the "ethics" of the profession becoming a weapon toward his undoing.

I was still new to the business of administering to the ailing when I was called in to see a young girl suffering from a case of St. Vitus' dance that was not at all typical. Perhaps I showed the lingering doubt I felt at the first call, but I looked up every authority possible and consulted my physician friends, and altogether worried and spent time and nursing on the little patient. The father showed some signs of dissatisfaction, and I called in a physician in consultation, who backed up my judgment and my treatment in every way. I paid the fee for the consultation.

But I found that a meddlesome neighbor was at the bottom of the dissatisfaction. She had diagnosed the trouble as spinal meningitis, and she wanted her doctor called in on the case. They called him in after awhile, too, after I had made half a dozen more trips to the little sufferer. Perhaps he took his cue as to the disease from this neighbor friend. Certainly he did not observe that ethical principle which would have forbidden his seeing the case without my presence at the bedside.

At any rate, he was established physician, and in his opinion the child had spinal meningitis. He shaved the back of the child's head, applied Spanish flies, blistering the back of her head and causing the skin to puff with water. This water, as I learned from the father, was pointed out as having come from the child's brain in proof of the meningitis theory. The child died, and I begged the father to allow an autopsy, but he refused.

My point in this case is that if the attending physician had had the least medical knowledge he knew at the time he was called in that it was a case of chorea. But he took the case from a struggling young fellow who had nursed it along in an intelligent way, according to the best authorities, knowing that he took it in an unrecognized way from one who needed the money for the wants of his family. He took it in such completeness, too, that I never got a dollar for all the work I had done.

It does not require a professional sense of the fitness of things to recognize that in such an experience as this the young practitioner, educated to a thorough appreciation of all he owes to the profession that is established, gets a supreme shock in feel-

ing how little the established profession seems to owe him.

Another of my early shocks and surprises came to me in a case of a man who developed cancer of the liver. Soon after I was called in he contracted a severe case of pneumonia. Between the two diseases I saw there was no hope for him. As I had entered the profession determined to practice it as honestly as I had lived, always, I told the wife there was no hope; that death was a mere matter of time—that at the best I could serve only in making his last hours less painful than they otherwise might be.

The result was that in an hour I received a call at the telephone, telling me that I need not come any more—that a new doctor had been called in. Afterward I had occasion to enquire under what conditions the new physician had taken the case. I was told that he had held out several kinds of hope to the family, although expressing fears for the reason that he had not been called in sooner; there was no cancer of the liver in his diagnosis, though, as I had made prognosis, the man died within a week.

Will the lay public consider for a moment just what this attitude of "if you had only called me in sooner" means to all concerned? In the first place it is a cover for the man using the phraseology; he may hide behind it if the worst is realized, and he may bask in its light if by any means the patient recovers. For the physi-

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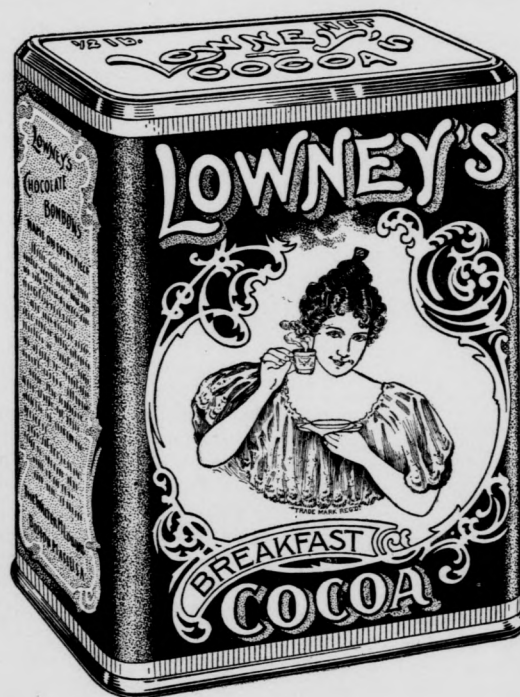
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cian from whom he has taken the case, however, there is only undoing as far as that family and its circle of acquaintanceship extends; at the best the new physician has been called in just in the nick of time, while at the worst the same practitioner has made it impossible for the new physician to save the patient.

This particular family is still residing in my immediate neighborhood; the doctor who replaced me on that occasion is the family physician, and—well, the reader may imagine just what my honesty cost me on that one occasion.

It was in this one case that I learned my first lesson regarding diagnosis and prognosis. It will not do to diagnose a case and make the prognosis of its hopelessness and its fatal ending; if a doctor in his honesty does this the family or the friends at once call in another physician. If one will not hold out this hope that is wanted another and another doctor is called in until some one does so. Then the honest physician beholds the result of his scruples.

The least worthy of all the physicians called in has taken the case, fortifying himself behind the fact that he has been called in late in the course of the disease, and more than secure when it has terminated fatally, as he knew it would in the beginning. The question here for the honest doctor is:

Why should I make prognosis that is unfavorable in order that I may distress the family and cause them to discard me for some other physician not nearly so conscientious? Will the layman attempt an answer?

Another phase of the same proposition confronted me not long ago. A woman came to see me. I saw at once that she was hypochondriacal, and after examination as to her symptoms I told her that she had nothing the matter with her, as she supposed.

The net results? I have offended her for life and I do not know where and when and how her influence may not arise to my undoing. At the same time a friend of mine told me the other day that she is coming to his office twice a week for treatment and that her bills are all settled promptly the first of every month! Need one wonder at the old epigram in the profession, "The dust from the hat of an honest doctor will cure tuberculosis?"

Yet the general public insists that it wants an honest doctor above all other needs of honesty in the professional world! Does it realize that its own position with reference to the doctor is belying that expressed want at every turn? One may feel that he is closer to his physician than even to his pastor, and yet the physician knows a dozen things that he would not tell his patient for at least two reasons: First, the patient does not want to hear these things; in the second place, he would get a new physician if he were forced to hear them.

There are diseases where the early symptoms of one are so like the early symptoms of another that no phy-

sician at a first or second or third visit may determine which is which. But would the physician dare tell his patient's household? Or after the disease has manifested itself, could the physician afford to say to his patient that in all medical research there is not more than a mere experimental specific for that particular trouble? It is a well established family physician in a level headed family who can answer the question: "What is the matter?" with even the guarded, "I am not sure;" and as to the other possibility, I can imagine two or three such possible confessions serving to plant a new family physician in that particular household, bulwarked there under the conditions that he know all things and have all specifics therefor at the point of his pen.

The young physician, taking hold of this unexpected world of fact, where theories of all kinds have given place to conditions, is open to a change of front from that strict sense of honesty that otherwise might have been a life influence.

I have in mind a successful physician according to the full measure of the profession. Notoriously he keeps no record of his patients' ailments. His long list of patients makes the time of each short in his office; he gives them a moment, dashes off a prescription, and turns one out to be replaced in a moment by another. So far as I know only one person has sounded his methods. She is a woman and a patient of mine.

"I had been going to him for dyspepsia treatment," she told me. "The second time I called I had an impression that he did not even recognize me. Time and again I went, at \$2 a visit, feeling that I was slighted each time. One day I called, and, while

he recognized my face, I saw he did not recall my trouble. I waited until he virtually confessed the fact, then I told him. 'That pain in my left shoulder is still there, doctor.' 'Oh, well,' he said, 'we'll fix that in no time,' and he dashed off a prescription. I paid my \$2, tore the prescription up outside the door, and have never been near him since."

Without color and without prejudice the young physician takes up his troubles when he leaves school with his diploma. It has cost him a great deal of money in preparation for practice and he has no practice. He must fix upon a field in which to settle down, however, and wherever this may be he will feel the presence of the older practitioners who are ahead of him. His own academic knowledge of the "ethics of the profession" is fresh in memory. One of these elementary observances is that two physicians, meeting and recognizing each other's calling, at the least shall share the courtesies of a "Good morning." I wonder how many young physicians of a year's experience have numbered half a dozen smiles from as many established physicians in all that time?

Whatever this young man entering the medical practice may suffer in physical privation will be discounted in his sufferings because of professional "ethics." His sacrifice of the ethical always will outweigh his sacrifice of the material unless he have a skin supplied by a nature immeasurably kinder than is his profession.

I know for I have been both hurt and hungry in my time.

A poor man who hasn't enough energy to marry rich deserves no pity.

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TURKISH CIGARETTES.

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In this age of machine-made goods it is unusual to find that there are left a few of the industries that are still carried on by hand and around which hangs some of the romance of the European countries, both in the types to be found among the laborers and in their dress.

Each alien quarter in the great cities harbors some industry that is peculiarly its own, and while the sale of this product is limited, it is sought after by those who colonize in these sections. As the Italian quarter has its spaghetti makers, the German their eier rudeln shops, and the Syrians their pastry and candy producers, so the Yiddish have the cigarette and artificial flower makers, who are adepts at their various callings. Often these girls earn higher wages than the American born workers, who are not so quick to learn the trades nor such rapid workers once they have been mastered.

In the cigarette factories of the east side of New York the greater part of the workers are Yiddish and Russian Jews, who speak but little English, some of them none, but who are capable of earning twice the wages of a saleswoman in a department store, and who are rapid and skillful workers in the art of cigarette making. They toil from 7:30 until 12, and from 12:30 until 5:30 every day but Saturday and Sunday. The orthodox Jew will not work on the Sabbath—that is, the calendar Saturday—and as the shop is shut down no work is done on Sunday, making but five working days in each week.

The expert worker will earn from \$9 to \$15 a week making the cigarettes, and as the work is counted by the piece it rests with the operator what her wages shall be at the end of the week. Few of them earn less than \$9 and most of them make more than \$12. And on this they fairly bloom on Saturdays and Sundays, their holidays from work, for the cigarette maker is a lover of fine plumage, and a large part of her money goes for that.

The tobacco from which the cigarettes are made is imported from Turkey in canvas wrappers or bales. These bales are tightly packed and drawn together with strings. They range from 50 to 100 pounds each, and the leaves are small and of a light yellowish brown color. The first operation is the sorting and stripping of the leaves. The stems are removed and the thin leaf is thrown on a pile. From this, after curing and treating, handfuls are taken and fed into the shredder crosswise, so that the long strings of tobacco can be prepared for the cigarette.

These leaves are dry and would break in small fragments if passed through the machine in this state, so they are treated and moistened before being cut.

Each bale will produce a heaping basketful of cut tobacco. This is then

covered with cloths until called upon by the weigher.

On the floor with the cigarette makers there is a large metal lined bin, dustproof, and away from the moving throng of workers, wherein several hundred pounds of finely cut tobacco is kept. From this bin the weigher deals out from three to five pounds to each girl as she presents her empty tin box and record ticket to be filled. About four pounds is the average quantity dealt out at one time, and the boxes are filled twice a day, one lot making an average of 800 to 1,000 cigarettes.

The girls work at tables divided off into compartments and some of them are so dexterous that one can barely follow their movements with the eye. They do not make the wrappers; that is a separate business by itself, and the factory can buy the tissue slips or tubes cheaper than they can be made by hand.

As each girl works away filling the wrappers a collector is going the rounds picking up the cigarettes and giving each one credit for the number she has made. This is charged up against the weight of tobacco and number of wrappers she has had, and in this manner a check is put upon the goods, otherwise there would be shortages that could not be explained; at least, the girls would fail to explain, and they and others would reap the benefits.

It keeps the weigher busy in a factory where a hundred girls are at work, and between weighing times a vigilant eye is kept on the several departments through which the cigarettes pass.

After the covers are filled the partially complete cigarettes are taken to the finishers, who slip them into the mouthpiece. This work is done rapidly and skillfully by men who roll a small piece of cotton within a strip of paper and slip the small tube into one of the covers. The cotton is employed to filter the smoke, so that no particles of tobacco or dust can be drawn into the mouth.

The cigarettes then pass in bulk to the sorters and packers, located in a separate room, and here the small box packing is done. Here the American born girl is employed. She finds the task easy, and she gets \$6 per week for her work, and is not dependent on piece work, but she, as well as the cigarette maker, is a member of the union.

If she is smart she can pack 25,000 cigarettes a day, but if she falls below 18,000 to 20,000 she loses her place and another girl fills it. For there are ready and willing hands awaiting all vacancies in these overcrowded lines of industry where labor seeks capital continually.

From the packers the boxes are taken to the label paster, and here the union gets its advertising, for every box has to be decorated with a union label, pasted on by a union member, and finally inspected by a union worker before the small boxes are placed in the large ones that hold 50 and 100 each. One or two girls can label all the boxes packed in a day, where the working force is

about 100, and for this they get \$5 a week.

Each box must bear a revenue stamp also, and a boy is kept busy sticking these little coupons, representing Uncle Sam's part of the profits, on this article of luxury or necessity, of which hundreds and hundreds of millions are used.

And why do the makers of cigarettes prefer hand to machine labor? Simply because it is less expensive, there is no risk from possible derangement of machines, no cost for power and no rental or first expense of machine. Or, as one maker put it, with a shrug of shoulders and an elevation of hands, palms up: "Because it costs us cheaper."

Nicholas Munster.

His Ideals Too Low.

Out at the stockyards in Chicago there is a quiet, soft-voiced little German, August Vandernack, who regards the world through kind blue eyes and who frankly tells the reason for his being a failure in life. He is running well up toward the three-score and ten in years and his position now consists of catching rats at night in one of the large packing plants. The age of opportunity has passed by him and brought him nothing. He says he never earned over \$60 a month in his life.

"Why didn't I make \$1,000,000 before I got too old?" he repeats. "Well, that's pretty hard to answer, but the reason I never got to be at all well-off or never held a high position is because I never really start-

ed in life with the intention of getting them. I didn't start with high ideals. I was satisfied with poor pay and poor positions. I didn't think of rising when I was young. Now it is too late. My advice to a young man would be to start with the idea of some day surely becoming a rich or a great man. Ambition should be his motto. It never was mine. I went through life with never a hope for big things, and I never got them. The fact is, I never tried for them, so I don't deserve them."

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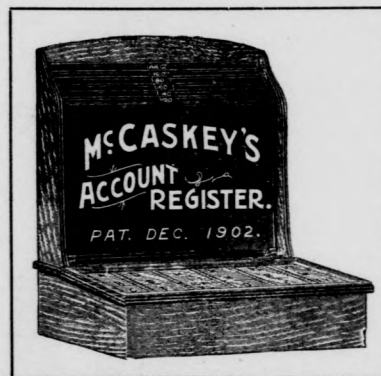
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THE McCASKEY REGISTER COMPANY, Alliance, Ohio.

RESPECT FOR THE LAW.**It Furnishes the Highest Proof of Patriotism.**

As a branch of social science law has been a most potent factor in promoting human welfare. Ever since the first promulgation of the principles which lie at the foundation of the system of jurisprudence which the people of this country and of England are enjoying to-day it has in large measure determined the growth of other branches of social science. It is through social relations in their larger sense that human advancement has been made possible, and it is law which makes possible permanent social relations. The best thought and the best effort of modern civilization have been devoted to its development and in the direction of its perfection. For eight centuries of continuous growth the sages of the bench and wise legislators, with keen conception of private right and distributive justice, have given the best of their lives to its construction. And yet there are well meaning people who profess a contempt for the law, and, on an occasional miscarriage of justice in its administration, are quick to denounce it as utterly inadequate to effectuate justice between man and man. They lose sight of the fact that we live in security of rights of person and property because there is law; that because of its stable and beneficent principles and a general belief that when violated those principles will be vindicated we are permitted to enjoy the fruits of our labors. They forget that the rules of conduct prescribed by law are recognized and observed every day by men in their relations with one another and that as compared with such observance a violation is of rare occurrence. Should they take time to enquire they would learn also that, where the machinery of the law is called into requisition to vindicate invaded rights, the case of miscarriage is exceptional. They do not stop to consider the dire consequences to society that would follow an abolition or total disregard of the rules of law which is now so constantly, universally and involuntarily recognized by men.

There is another class of people who profess to recognize the rules of law as right and proper, but who consciously violate them. The violations are usually those which affect property rights. They are prompted by personal greed and are by no means confined to acts of larceny and kindred offenses known to the criminal code. Unlawful combinations for the purpose of destroying competition, unlicensed encroachments upon the property of others, reckless and extravagant management of corporate property for the purpose of inviting mortgage foreclosures and securing the appointment of receivers, corrupt acts of boards of directors under the dictation of large stockholders for the purpose of squeezing out small holders are violations of frequent occurrence in this day of strenuous commercialism. These men do not belong to what is popularly designated as the criminal class, but,

excepting violence and intimidation, their acts are about as reprehensible as those of the footpad. They are men who own and control vast property interests; and when they complain, as they frequently do, that they can not get justice in the courts because of the prejudice of juries they ought to be told that they are the ones who, in large measure, have bred that prejudice in the jury.

There is another class who have no respect whatever for the law as it now exists and who refuse to recognize its rules as just and proper, so far, at least, as they relate to property rights. Confiscation is their chief tenet. Fortunately their number is small, and because of that and the abhorrent character of the doctrine taught, their influence upon the general masses is limited. I do not share in the alarm of those prognosticators who see, in the increase of vote of one of the smaller parties in the recent election, discontent in the laboring masses and a growing tendency toward anarchism. That increase was due more to dissatisfaction with the nominee of one of the greater parties than to an increase in anarchic sentiment. No such danger confronts us as that any considerable number of the laboring masses will become anarchists or even socialists. The great mass of American laborers are patriotic and law abiding. They fully realize that their welfare depends upon the preservation of property and that its destruction will bring to them want and ruin. While they will at all times vigorously insist upon a fair share of the profits resulting from the joint operation of capital and labor, the vast majority will stand for the law which preserves capital for the enjoyment of its owners.

I have mentioned the three principal classes who, aside from the real criminal, are lacking in respect for the law. They include the reformer, who believes the present order of things is all wrong and thinks that the proper way to bring humanity to an ideal existence is to clear away existing institutions and construct a jurisprudence on the lines of his fertile imagination; the "property grabber," who, while he professedly stands for the law, consciously violates the principles of right and justice which lie at its foundation; and the professed anarchist, who stands in defiance of all existing law and government. As compared with those who have high respect for the law and veneration for its principles their numbers are small. Fortunate, indeed, it is so. The recognition which the great mass of the common people in their daily intercourse constantly and involuntarily give to the law and its existing institutions is the safeguard of social peace. Social peace and security are necessary conditions to human advancement.

If times of peace the ordinary citizen can furnish no higher proof of patriotism nor do more for the advancement and happiness of humanity than by teaching, by precept and example, high respect for the law.

Oliver A. Harker.

BUBBLES IN THE GLASS

There's a difference, even in double strength glass. Some is very wavy, some is "wry," some is full of bubbles.

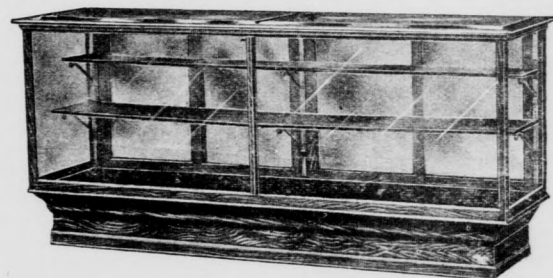
Occasionally a manufacturer will say that he uses glass without a wave or ripple—don't you believe it, as all sheet glass is affected with waves to some degree.

We use extra thick glass without a bubble and as free from waves as it is possible for glass to be. It is all highest grade double strength and costs twice as much as the ordinary, unselected glass used in the "buy today, regret tomorrow" kind.

We'd Like to Send You a Sample of this Glass

EVEN IN THE DOORS and ends of our cases we use this same grade of glass. There's no economy—to you—in cheap glass—you want a SHOW CASE, not a make-believe.

Ask for more information.



No. 63. Best combination case on the market, 26 inches wide, 42 inches high, adjustable shelves. Shipped knocked down. Glass, finish and workmanship of the highest grade.

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

OUT OF WORK.

Experience of a Western Man in the Chilly East.

"I had had a good place in a Western city, but the concern for which I worked was consolidated with another, and I was thrown out. I had a friend who continually had been telling me that it was much easier to get a place in New York than in the West, so when I was numbered with the unemployed I concluded to go over to Gotham and see what I could do.

"I had saved up some money, was in need of a little rest, and I thought I would take things easy for a few days, thinking from what my friend told me that all I would have to do was to go out and pick a job off a bush. I bought a ticket on a limited train, went over the mountains in style, and stopped at a fine hotel. I loafed around for a week without making any effort to get a place, thinking that it would be an easy matter. When I found that my funds were getting low I then went about the work that had taken me away from my native city. I was unsuccessful, but even then I was not unduly concerned. I looked up a cheaper lodging place, and finally settled in a room in the residence district, paying \$4 down for the use of the room for two weeks. Then I started back to the hotel to get my luggage out of the hotel. On my way a stranger caught up with me, and soon we were talking with each other like old friends. All at once a blue coat hove in sight and swooped down on the man that had been walking along with me. He was a confidence lad. He was taken in, and I was arrested as an accomplice. I did not have a friend in the big city, and, despite my protestations of innocence, I was railroaded through an alleged court. The other man was given ninety days and I got thirty to Blackwell's Island. My new made friend managed to say to me that I was lucky.

"I had no other alternative than to serve out my time. Finally I was released and set out to get the luggage that I had left in the hotel. The check man wouldn't believe I was the owner, said that I had stolen the checks, but when I described the contents of the grips he turned them over to me. I was now without friends and without money. In the urgency of the circumstances I concluded to go to the woman whom I had paid \$4 for the room, but when I reached the house she pitched on to me in an awful rage. When I asked her if she wouldn't refund the money, not having used the room, she was furious, saying that I had already kept her out of renting it for a month. Of course, I couldn't tell her why I had not kept my part of the agreement. Finally I was forced to make tracks out of the place. Then I began trying to get work. There wasn't a thing to be had. I 'soaked' everything I could spare to get enough to eat.

"One night when I was putting up in a cheap lodging house I happened

to think of an aunt of mine who lived in Philadelphia. I believed that if I went to her she would stake me. I got it into my head that if I could show her that I was not the only one who had suffered hardships she would be more apt to help me out. There was another fellow in the house who was as bad off as I was, although he had not had the same experience. I laid my plan before him. We would tramp to Philadelphia, hunt up my relation, and put up a good story for aid. When we reached the Quaker City, after having tramped, slept out, begging our way from town to town, we were the worst looking pair that ever counted ties. When we finally found the house of my aunt the windows were boarded up and I learned that the occupants had been away for some months, but soon were expected back. We laid around waiting for her arrival. When she came she took enough stock in my story to give us baths and a square meal. By that time our clothes were an awful sight. My aunt went up into the attic hoping to fit us out in some kind of a rig that would make us presentable. My aunt gave me a pair of lavender pantaloons, a white vest and a Prince Albert coat. She also fished out a pair of tan shoes and a silk hat. When I hitched up the trousers they were above the tops of the tan shoes. When I let them down there were two inches of space between the trousers and the vest. The only way I could do was to keep my Prince Albert coat buttoned up close to my neck.

"The outfit of the other man was scarcely less unique. I have neglected to say that when my aunt turned us out of doors she gave each of us a \$5 bill. With this money we rented a room and then started out to find a job. Just thing of it, we actually had the face to ask for employment while dressed in a raiment that was truly wonderful.

"At one time I believed that I had struck something that would tide me over for a spell. I went into a clothing shop and asked for a job as floor man. The man eyed me from head to foot and finally told me to come back on Saturday, when he would give me a trial. I went away tipping my silk tile to him. Saturday morning I started to hunt up the place. While crossing a street a scavenger ran into me with his push cart. I lost my balance, fell into his cart, and my silk hat went whirling along the street. It landed on the car track and was promptly run over by a train of cars.

"I managed to fix myself up and then spent the last penny I had on earth in something to wear on my head. It was a small gray cap. When the Jew clothier beheld me coming into his door he stood aghast. Finally, when he was sure he knew who I was, he came up to me and told me he knew I was a hobo the first time he had set eyes on me, and ordered me out of the building.

"While I was going along the street, a passerby stopped and looked

back at me. Then he came up to me, offered his hand, and said: 'Hello, Banks; what on earth are you doing here in that rig?' I told him all that I dared. He asked me to take a drop with him, and I did. Then he looked me over and asked me if I wanted a job. You may imagine that my heart jumped up into my throat. Then he offered me a dollar a day to carry about the town an advertisement for a corn salve. Then he added that I would have to carry a grip that would be lettered with the salve advertisement. I told him that if I had to carry a grip it would be worth \$1.50 a day, and he said he would pay it.

"I hunted up my partner, who had joined his fortunes with mine in New York. He got a chance at the same thing. We walked the streets, saving all of the money we could. Finally, I was offered a commission to sell the stuff, and I added to my income considerably. I worked on and on, sticking to the only thing that had brought me a red cent since I had left the West. Carrying a contrivance that made a walking advertisement out of myself, I worked away until I had a ticket for my home city in my pocket, and a small wad of cash besides.

"To-day I am as well dressed as any man in the place, and the first man that tells me that it is dead easy to get a job in New York will get it straight between the eyes as hard as I am able to drive it, and I have been having three square meals a day for six weeks." J. L. Graff.

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OF GRAND RAPIDS, MICH.

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

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G. R. & I. Ry.,

Grand Rapids, Mich.

Direct and Indirect Result of Leppy's Christmas Carol.

God rest ye, merry gentlemen,
Let nothing you dismay,

It was the voice of Leppy Sanders, errand boy for Hardman & Son, who was practicing a carol for the choir boys' Christmas festival at St. Luke's. Leppy had the sweetest of voices, the most restless of bodies and the most freckled of faces. The first had won him a place in St. Luke's vested choir; the second had kept him from learning his carol until he was in danger of being discharged by the long-suffering choir master; and the third had won him the name of Leppy, which is the diminutive of "Leopard," and was given him by his friends because of the spots which he could not change—those enduring freckles.

As he opened the door of Hardman & Son's office, and sang, "God Rest Ye, Merry Gentlemen," the sense of humor which sometimes accompanies freckles brought a whimsical look to his face, for the idea of calling Hardman & Son "merry gentlemen" was distinctly incongruous.

Hardman sat at his desk looking his name to the last letter; and Son sat at his desk looking about as merry as anxiety and hidden terror usually make a man look.

Hardman was rubbing his eyes and saying to himself, "To be blind—blind! To be shut in darkness, and one's life work not half done. I shall never get the courage to see an oculist and hear that doom pronounced."

Son, at his desk, was looking fixedly out of the window, and saying to himself, "To be dishonored! To have gotten the firm's affairs into such a muddle that there's no clear way out unless I throw myself on father's mercy, and I shall never get the courage to tell him."

"Let nothing you dismay," sang happy Leppy, stumbling on, boy fashion, toward the rear office.

Hardman suddenly looked up, and with unusual interest in his voice, said: "Come back here, Leppy. Can you sing the whole of that?"

"Don't know if I can, Mr. Hardman, but I'm tryin' to get it, 'cause if I don't have it straight by to-night, I'll be discharged from the choir. It's the last rehearsal, you see. I don't want to get bounced, because I get a quarter a week, and that helps out."

"Well, I'll give you a quarter now if you'll sing it through for me. I used to sing that thing myself when I was a kid, and—"

Hardman had stopped speaking, and seemed to have forgotten all about Leppy, who hardly knew what to do, until Son nodded to him, and said kindly,

"Sing it, Lep, if you can."

Then Leppy began, and—marvel of marvels—he sang it perfectly from beginning to end. What would the choir master have said if he could have heard it? Leppy was much impressed with his achievement, and when he stopped, his look of mingled pride and astonishment would have been funny, if there had been anybody to see it. But Hardman's eyes were hidden by his hand, and Son

was staring out of the window harder than ever.

Hardman partially roused himself, and handed the boy a silver dollar, then turned back to his desk without a word.

"Shall—shall I get it changed, Mr. Hardman?"

There was no answer from Hardman, and Son, coming once more to the rescue, said:

"No, Leppy—it's all right. Run along."

"Geel!" exclaimed the boy. And then, without thinking to say "thank you," so appalled was he by this sudden affluence—he went out of the office, and soon his silvery tones could be heard echoing down the wide hall:

God rest ye, merry gentlemen,
Let nothing you dismay.

Son rose suddenly from his chair, and, laying his hand on Hardman's shoulder, "Father," he said, "I have something to tell you."

"Son," said Hardman, unsteadily but bravely, "I have something to tell you."

It doesn't matter who began first, or how much each one hesitated and looked out of the window to hide the embarrassment of a man's confidence to a man. At last, both stories were told, somehow, and when Hardman & Son started out to lunch together, they looked several degrees more like "merry gentlemen" than they had two hours before.

Hardman was saying, "We'll straighten that out in a week's time, Son. You did right to tell me now. And in the meantime—"

"In the meantime, Dad, we'll see that oculist together, and I know your sight can be saved."

And so it was—not only the physical sight but that finer sense which makes us see the struggles of those we love, and understand and help them. At that moment there was only the hope of this in Hardman's eyes, but that was enough to make the world already brighter, and when they encountered Leppy near the street door, Hardman said: "Oh, by the way, Leppy, I forgot to give you that quarter—here it is," and to the boy's astonishment, another silver coin was slipped into his hand.

Son smiled broadly, and said: "It's all right, Leppy, and here's another, for Christmas."

This time, Leppy fairly choked with amazement; but as he scampered away, he found voice to trill out again, in a veritable paean of joy:

God rest ye, merry gentlemen,
Let nothing you dismay.

And nothing did dismay them!
Myrtle Koon Cherryman.

Two Kinds of Salesmen.

Every one who has had occasion to buy knows the difficulty experienced at times in procuring certain articles. Of the thousands of salesmen in New York how many are there who owe their advancement to the keen observation that they display in detecting the simple or the difficult wants of customers and in supplying them!

This is a matter thought less of in

this great city, with its thousands of purchasers, than in another where trade is not so extensive and where buyers are on terms of acquaintance with merchants, whom they favor season after season with their patronage.

The opinion that New York has a floating population and that regular residents do not deal at the same place twice is well grounded among salesmen. Some are very careless. A conversation between two of them is related for illustration. It took place immediately subsequent to the departure of an unsuited customer, who had been treated not any too politely by a salesman.

"Why do you drive away custom like that?" asked a fellow-clerk, half

in jest.

"Oh, look at them!" replied the first, "the store is crowded uncomfortably now."

"Blank & Co." have a large patronage, but the listener wondered how long it would require to thin out even such a daily crowd of patrons if five were offended every day and went elsewhere to return no more.

The successful salesman is he who wants to get and retain all the trade for his employer. By that means he is certain to create a better position for himself.

How rich are they who are out looking for advice!

Many a green parrot can converse a blue streak.

To Everybody

A Merry Christmas and A Prosperous New Year

May you live as long as you want and never want as long as you live.

Putnam Candy Factory

Grand Rapids, Mich.

Distinguished by Goodness

S. B. & A. Chocolates Caramels

Comparison proves all we claim

Get ready for a fresh start with 1905

STRAUB BROS. & AMIOTTE

Traverse City, Mich.

Our Assorted Chocolates

Put up in very attractive boxes in ½, 1 and 2 pound sizes you will find to be one of your best sellers. We have been very busy working nights on the holiday rush for our fine candies, but are still prepared to fill all orders quickly, large or small.

HANSELMAN CANDY CO.

KALAMAZOO, MICH.



Right Kind of Shoes to Buy.

Most people understand little about buying shoes and stockings that are suitable to their feet. A shoe is selected primarily for its appearance and tried on with the hope that it will fit.

Sometimes it does fit, but oftener it is absolutely unsuited to the foot. This is in no way the fault of the person who sells it, but rather due to inability on the part of the purchaser to know her particular needs.

The shape of one's foot should be studied carefully and attention given to the sort of shoe that is found to be most comfortable. While it is true that every one's feet are different from every one else's, there is enough general resemblance in feet to make it possible to find ready made shoes which are both comfortable and smart looking, if one can not afford to have shoes made to order.

Shoes made to order are really more or less of a fad. As a rule, what happens is that the shoemaker takes a careful measurement, which is turned over to his workmen, who proceed to make up a stock shoe on the last that most nearly accords with the measurements taken.

The customer comes to try on the shoes and makes a few suggestions that it would be impossible to carry out. The shoemaker gravely makes a note of them, allows suggestions may be forgotten and sends the shoes home, generally to the satisfaction of all concerned, certainly of the shoemaker, who receives a fat sum for his work.

Some people have firmly fixed in their minds the idea that the only healthful shoe is that with a broad, flat sole, low heel, long vamp and wide shank. This ought to be a sensible shoe, it sounds so hideous, but it is not necessarily healthful.

On some feet such a shoe is little short of agony, not always while it is worn, as the harm it does takes some time to develop, and often is not shown until the shoes are worn out.

Very few feet require a wide shank, so few, in fact, that it is a wonder that any are made with it, and yet all the so-called health shoes make a point of having the widest possible shanks.

The chief support required of a shoe is for the arch under the instep. There is where all the weight of the body comes and where the shoe should fit the foot perfectly.

Hundreds who think there is no other shoe than the flat heeled wonder why their feet ache, and they are tired after walking, never dreaming that slowly but surely they are breaking down the arch of the foot by wearing unsuitable shoes, and that some day they will find themselves suffering from what is called flat foot, the only relief from which is found in a steel brace insole.

To insure a perfect support for this arch one should be certain that there is no extra fullness in the leather between it and the heel. Just in that spot the shoe must fit most snugly, and it is here that is the test of whether a shoe fits or not.

Only a narrow shank will give this desired close fit at this spot, and whether one prefers a high or a low heel it is the most important thing in buying a shoe to be sure that the shank is narrow enough.

A moderate military heel is to be preferred to either the very low or the extremely high. It is more graceful than the low and is better taste than the very high. Nothing could be less appropriate for street wear than these extreme heels, which should be used only for slippers and dress shoes.

The actual present discomfort of such heels in walking is very great, but, although it is denying the truth of a time honored belief, it may be safely stated that injury from them is not nearly so much to be feared as that from a heel too low. In the latter the harm done is deep seated, and affects the bony structure, whereas the former results only in corns, bunions and ingrowing nails—not to mention the disastrous effect upon dispositions—which, while not exactly to be desired, does not injure the general health seriously.—Shoe Trade Journal.

How To Restore Velours Calf.

"Foreman," in American Shoemaking, gives the following advice about treating spots and stains on velours calf: This may not be new to a great many, but still I have found a few who were troubled with spots and stains on their velours calf uppers, and I have given them my remedy for restoring such stock. On the turned shoe we experience more difficulty than on the welt or McKay. The moisture from the box toe gum will be very apt to stain through and leave a stain on the upper similar to water stains on the soles. Sometimes if the soles are quite damp when turning the shoes the moisture from the soles will stain the upper. Drops of water will stain wherever they strike the upper. My remedy is simple and thus far it has been perfectly successful. When I find an upper stained I take a clean sponge and clean water and wet the upper evenly and thoroughly all over. If the sun is shining so much the better, for the sun is a great bleacher. Let your uppers dry thoroughly in the sun, and if you have as good success as I do you will be pleased with the results. If the uppers are stained badly don't be at all sparing of the water. Spread it right on in good shape. I have taken sole leather which had a tendency to show water stains and have taken a coarse sponge and rubbed each sole quite hard on the grain side. It would seem to spread all of the coloring matter in the stock and prevent its streaking and becoming water stained. This is very simple and safe, and if it does not help you I will warrant it not to hurt you.

Placard Didn't Reform Her.

Although Sarah Jones, of Wilkesbarre, Pa., has been paraded around the public square with a large placard upon her back declaring: "I am a thief," it has not stopped her thieving.

She has a mania for taking shoes. Two years ago, when Mayor F. H. Nichols was in office, she was before him so many times that he finally adopted the method of labeling her and having her paraded around the square. Saturday she was sent up for thirty days for again stealing shoes, it being the second complaint within the week.

TYPHOID FEVER DIPHTHERIA SMALLPOX

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

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

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

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

Buy only in 5 lb. pkgs. properly labeled.

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Office and factory, Grand Rapids, Mich.
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Which Storm Would You Rather Face

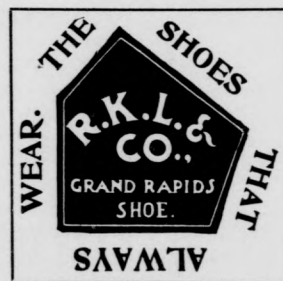


I wanted the Glove Brand Rubbers, do you understand?

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.



We Extend to You Our Heartfelt Christmas Greeting

Whether you sell our shoes or wear them. You ought to do both.

Our trade mark, whether on the sole of a child's shoe or a river boot, guarantees perfect shoe satisfaction.

Rindge, Kalmbach, Logie & Co.
Grand Rapids, Mich.

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

Comfort in Women's Shoes and Slippers.

Nothing so proclaims the gentlewoman as daintiness and freshness in the details of her toilet, and prominent among these must come her footwear. Individuality may be shown in shoes as well as dress, and no higher praise need a woman crave for her personal appearance than that her feet are always neatly and tastefully dressed.

The greatest license may be allowed in the selection of slippers and house shoes. Here may be used all the novelties that the shoemaker's fancy can conceive, but in the opinion of some the woman who wears fancy or colored shoes on the street sins against good taste. Tan for summer wear and shoes to match the gown, if in a carriage, are perfectly permissible, but champagne colored ties on Broadway or patent leather vamps with light uppers worn to church may be considered a crime.

Far and away the best shoes for street wear for general use are the light weight calfskin, laced. This is a comfortable leather, neither too thin nor too heavy, and it does not get shabby nearly so quickly as the softer kid, and being laced up gives a certain elasticity to the shoe in walking.

Such shoes as these may be found in all the shops for from \$3.50 to \$10.

For street wear, for dress, patent leather and patent kid are in the best taste, and for this purpose a buttoned boot is preferred. Such shoes have fine kid tops, and are strictly hand made, and consequently rather more expensive. But as cheaper grades of patent leather and kid are absolutely worthless, it is more economical in the long run to get the best quality.

True economy in footwear lies in having two or three pairs of each sort of shoe worn. Three pairs worn alternately will outlast six worn otherwise.

For instep skirts walking boots are made of extra height, at least six inches above the ankle being preferred, as this gives protection to the leg and is a great comfort to the wearer on a muddy day, when skirts are apt to be blown about.

No shoe is harder on the feet than the fashionable pump. It is always too big when it is comfortable in the vamp, and it slips at the heel, giving a most untidy appearance, and calling on the wearer for great muscular effort to keep it from going flop, flop at every step. If by any chance it is the right size it has to be slit down in front because it cuts the foot. so it flop-flops, anyway.—Shoe Trade Journal.

Fashions in Women's Footwear.

Fashions in footwear change much less frequently than in anything else, although even they have their sudden revolutions. This year there is a decided pointing of toes, which of course means longer shoes, as no foot can stand the narrow toe in the same length as one that is broad.

Among the novelties are ties and

boots for walking made of gun metal leather, and there are also shoes that lace up on the side. This is a style that will appeal to few, as there is nothing to recommend it and it gives the foot an odd appearance.

Shoes with bands of perforated patterns are also seen, but are undesirable, apart from the question of taste, as dust collects in the perforations and it is impossible to dislodge it.

Pretty ties and slippers are made of bronze kid, some embroidered in self-colored beads, and some in contrasting. Gray suede is always attractive for a house slipper, especially so if made with a vamp strapped with narrow ribbon stitched on in strips.

A very becoming house shoe is fastened in front by straps from top to toe. These straps are laced together, each one being embroidered in jet beads.

An attractive satin slipper is made with two big rosettes of chiffon, each having a single rhinestone in the center. These rosettes are held together by a stout thread and sewn to the toe in such a manner as to form a bow when viewed from the front, the rhinestones being visible only from the side, where they shine forth like owl eyes.

Another pretty slipper has a patent leather vamp, with quarters of fancy black and white vesting. This fastens over the leather tongue by two straps ending in brass buckles.

The average woman is satisfied to wear nothing but black shoes, with perhaps a pair of slippers or ties to match some favorite evening gown. For her, two or three pairs of calfskin for street wear, two or three pairs of patent leather or kid for dress, a pair of ties or low shoes and a pair of handsome slippers, with a pair or two of plainer makes are enough for two or three seasons, provided they are dusted and put on trees when taken off.

Watch Your Voice.

Kind hearts are more plentiful than persistently kind and gentle voices, and yet love loses much of its power when the voice is sharp and hard. Try, therefore, most earnestly to acquire the right tone in speaking, and guard yourself carefully from falling into careless and bad habits of voice. Often a sharp voice shows far more ill-will than the heart feels; but people do not know that the speaker's "bark is worse than his bite," and they believe him to be ill-tempered and disagreeable. It is so easy to pick up a sharp and snappish manner of speaking.

COUPON BOOKS

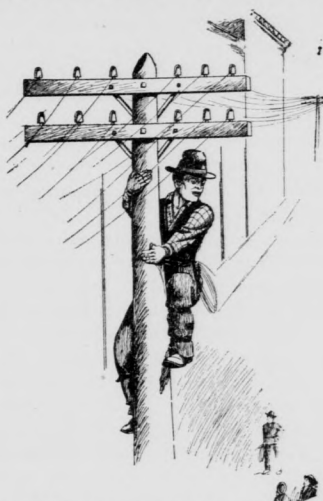
SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS

ACCURACY
PROFIT
CONTENTMENT

We make four grades of book in the different denominations.

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

Luke the Lineman



Luke the lineman, who hikes up the pole, is a dare devil fellow who trusts to the sole Of the shoes he has worn for over a year. That made a man of him unknown to fear. They are **HARD-PAN** shoes so popular now. So take off your hat and make him a bow.

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.

PILES CURED

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

Buyers and Shippers of POTATOES

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

IT PAYS TO SELL GOOD GOODS!

Walter Baker & Co.'s COCOAS



TRADE-MARK

—AND— CHOCOLATES

Are Absolutely Pure

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

41 Highest Awards in Europe and America.

Walter Baker & Co. Ltd.

ESTABLISHED 1780,
DORCHESTER, MASS.

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.

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foot & Jenks
JACKSON, MICH.



ONIONS

We have them. Also all kinds of foreign and domestic fruits. Holiday goods a specialty. Christmas decorations, etc.

THE VINKEMULDER COMPANY

14-16 OTTAWA ST., GRAND RAPIDS, MICH.

A BAKER'S DOZEN

"Thrown In" That Made the Number Complete.

Written for the Tradesman.

They were a delightful lot of fine fellows—just a dozen of them—they all fitted in one with another without a bit of friction, twelve good families of the upper ten had furnished each a first-class specimen of twenty-something manhood to the house of Danielton & Co., and a happier, jollier crowd of young fellows never constituted what they decided to call themselves—"the gang."

They used to wonder how they happened to get together, born as they were in such remotely-different parts of the country. New England was fairly represented by a college-trained scion of May-Flower stock; the Pacific coast had its representative in a robust specimen of brain and brawn; the South looked proudly out of the handsome eyes of the son of a Stuart cavalier; the big Middle West pinned its faith to the level head and the tender heart that inhaled its American manhood where the winds blow free from the mighty fastnesses of the Rockies, and so from these and the intermediate points of the compass with the fancies and the foibles of their respective sections they had come to be bound together by that common idea of cultured manhood which recognizes its fellow wherever found and which is getting to be more and more the type which humanity, irrespective of political boundaries, recognizes and admires and loves.

Into this company one bright spring day exacting trade introduced a jarring element. Greg Gorham came in to fill a growing vacancy and that meant he had come to stay. The fellows met him on the level; but they soon saw that their glances to take him in were on the downward slope and he in describing them to his friends used offensive nouns, strengthened by some very lurid adjectives. The fact of the case was they had no use for each other, and as the days went by it was easy to see that trouble was not far off.

To their credit, be it said, the gang to a man met the newcomer more than halfway. They had a club room—of course it was first class—and without fuss or parade they asked him to come in. He at once showed that he was not equal to the commonest requirements and he translated their hearty "Make yourself at home" into his idiom which was nothing more and nothing less than domestic lawlessness. He kept on his hat and took off his coat. He needed two easy chairs to be comfortable in and he allowed no such trifling circumstances as dirty boots to prevent him from placing them on Richard Raleigh's favorite velvet chair, "Sir Richard," as the gang dubbed him in honor of the cavalier blood in his veins, of which he boasted. He helped himself to the cigars, liberally placing three in his vest pocket for future emergencies, looked scrutinizingly under the day-enport for a cuspidor and, finding

none, pushed his chairs to the open window as a substitute and would have so used it had not "New England Hemingway" repeated to him the essential part of a city ordinance. Taking that as a reproof he commended the ordinance to a favorite locality of his, supposed to be located at or near the center of the earth, and impressed upon his hosts the need of the article in question by sprinkling his cigar ashes on the handsome carpet, together with such other refuse as the smoker is from time to time inclined to dispose of.

It is barely possible that this might have been overlooked with only an exchange of glances, but when the conversation, irrespective of topic, became a reminder of some reminiscence of which Greg Gorham was the leading character and which he related with a candor which was only surpassed by a minuteness of detail described only by "disgusting," "California Jack," famous among his fellows for being "up" in his English classics, at the pause where the laugh was supposed to come in—and didn't—in a silence which under other circumstances might have been painful, repeated Milton's description of Belial, brief and sharply to the point, as he watched the graceful floating upward of his Havana's fragrant blue,

—His thoughts were low;
To vice industrious, but no nobler deeds
Timorous and slothful.

Then there were a general breaking up and scattering to the various engagements for which they were severally booked and Greg Gorham went home after lighting one of the cigars his prudence had provided, aware of the fact that he, to use his own phrasing, "had cut off his own nose" in trying to make filth funny "to a crowd of upper-crusts who had to have the point of a joke hammered into 'em and riveted on the inside."

It need not be stated here that Greg Gorham was not soon again a guest of "The Gang." They met and they parted, but only as men with nothing in common daily meet and part. Gorham was a good salesman, in many respects he was superior to "the immortal twelve" and so won favor with the house; but the twelve were simply civil to the thirteenth, and so the summer drifted into autumn and the leaves began to fall before a change came.

A sudden illness fell upon Gorham and three days went by before "Middle West Windom" gave way to his concern in regard to "Iste Catalina," as the gang were wont to call the man from the mining camp. The fourth day came and went and that night after supper Middle West went out on a voyage of discovery, which ended late in the evening in a downtown rooming house at the bedside of Gorham with the slattern and voluble housekeeper almost thwarting her earnest desire to say that the boy was badly off and needed the care and the treatment which she was sorry to say couldn't be found in that house and that neighborhood.

From that bedside Middle West went to the club on Sherman avenue, where the big heart of the Great Northwest at once asserted itself.

"See here, fellows, Gorham is in bad shape, in a hole that we can't afford to have him in. He'll die if he stays where he is. Why not put into shape that room we hardly ever go into and have him into it by tomorrow night? Say what we may he's one of the twelve if he is the 'throw in' that makes us the baker's dozen; and I'll tell you right-straight I can't have any kind of Thanksgiving with that poor fellow away from home and sick; and I wouldn't give much for a man in this crowd or any other that would be willing to let him. It isn't going to take much to put the thing into good shape with an extra or two to make up for the home part he'll have to get on without and the hardest part of the day for him is the very part when we can cheer him up.—Well," a long silence made that last word essential as well as emphatic, "sphinxes! speak up! Pagan or Christian, which is it? The turkey stuffed with Pagan lead or Christian kindness? How is it, Cavalier, are your Virginian prejudices equal to the requirements?"

There was a contraction of the Southern aliquae nasae—nose muscles—but the voice was honest and the words were true: "He's a cad all right. The change will hasten his recovery; let him come."

Then there was a hearty, "Let him;" and at the end of the next twenty-four hours there was a white face in the club room that it was worth while to be sick in; and you and I know, my reader, from a little blissful experience, that the dozen were all the better for their little self-denial and on account of it had a more enjoyable Thanksgiving dinner.

The early hoped-for improvement in the invalid did not come. The white face grew whiter if anything and when the stores on Sixteenth street proclaimed the dawn of the Christmas morning, the gang began to look each other in the face and with glances towards the sick room wonder what had better be done about it.

"I think," said "Baltimore" Calvert, "that the best thing to do is to arrange for him at the hospital. He's getting better slowly and they will hasten that there and get him on to his pins a good deal quicker than he can do that here. Put me down for the amount and get him out so we can get ready for our usual Christmas jamboree."

There was a little hesitation about agreeing heartily with that, and as usual Middle West Windom took the floor at such times.

"I've but one word to say to that and the rest of the poppycock behind it. D-a-m-n to the whole dry rot, for that is just what it is. I tell you, fellows, we are above it. You of the May-Flower, and you of Rittenhouse Square and we of the magnificent West, fortunate in our ancestry and in the dollars they have left us, with our college training and our

post-academic travel, have only one thing to be proud of, and that is the cultured Christian manhood throbbing in your heart and, I hope in mine. I needn't tell you, fellows, what I think of Gorham; but I will tell you that any one of us with his birth and lack of training would show up no better than he, so born and so trained, and I don't believe that we are going to add any luster to what we are pleased to consider 'our position' if we fail to make the man in us recognize the man in him, enough at all events to let him feel in full the shining radiance of the coming Christmas Star.

"Now, I'm going to tell you something. Gorham isn't adamant. Our doing our duty by him has touched him clear through. The nurse told me the next morning that he never saw a man cry as he did Thanksgiving night. 'For the first time in his life,' the nurse said, 'had anybody used him white,' because, I suppose for the first time in his life he had come in contact with a class of fellows who know how. Now, I don't believe it's going to hurt our manhood to keep right on with this thing—until after Christmas, anyway. Let us have our jamboree with Greg Gorham in it—he's going to be well enough—and let's give him the Christmas of his life. Let's give him that one more chance that every man with a genuine heart in him always wants and abide by the result. Now, then, who says 'Aye!'"

Well, you ought to have heard that aye! It came all the way from the battle field of Naseby, where, you remember, the Cavalier got licked. It came tearing in from Plymouth Rock, and you know what happened there in 1620. The Rocky Mountains joined in and the prairies shouted and the Jamestown shout was recognized and, last of all, his heartiness making up for his tardiness, Wyoming put out his hand—big as the hand of Providence!—and exclaimed with the voice of a blizzard: "Put 'er there, pard!" and it was put, you can bet your life!

Then there were busy times with the Gang. Every blessed one of them "caught on" to the Christmas idea until the "Glory of the Lord," above the Bethlehem plains, blazed in their hearts and shone refugent from every beaming face. The club rooms were overhauled and brightened. They were garlanded with pine and holly and the banquet spread. Silver glittered and glass sparkled and eleven mighty good-looking fellows in dinner toggy were waited for the coming guest. Open came the door and on the threshold for a moment they stood, Middle West Windom, the Chief of the Gang, and Gregory Gorham, their honored guest. They were well worth looking at. Middle West, with his towering height and his big chest—he was the "best looker" of them all; but, let us be candid, they were not exactly expecting to see what they did in Greg Gorham. In spite of their opinion he knew how to wear a dress suit, and the face that looked at them was so different under these conditions that they hardly

knew him. His features had lost their coarseness, the eyes had changed their defiance for an expression in harmony with the Christmas Star and when they advanced to meet him with the cordial greeting each had for him, something in the "glad hand" they gave one another made them satisfied that they were having the Christmas dinner of their lives.

I can bear witness that it was for one. I can testify that under the benignant rays of that shining star the prejudices that had too long swayed me melted wholly away and I saw, knew and acknowledged the man and the brother in the guest of that never-forgotten dinner. I know that the eleven felt as I did, for they said so and I know, too, to the everlasting joy of the Gang that from that night he was one of us, making us indeed a Baker's Dozen.

Richard Malcolm Strong.

Disgraceful Deficiencies.

To half do things.
Not to develop our possibilities.
To be lazy, indolent, indifferent.
To do poor, slipshod, botched work.
To give a bad example to young people.
To have crude, brutish, repulsive manners.
To hide a talent because you have only one.
To live a half life when a whole life is possible.
Not to be scrupulously clean in person and surroundings.
To acknowledge a fault and make no effort to overcome it.
To be ungrateful to friends and to those who have helped us.
To go through life a pigmy when nature intended you for a giant.
To kick over the ladder upon which we have climbed to our position.
To be grossly ignorant of the customs and usages of good society.
To ignore the forces which are improving civilization in your own country.

Not to be able to carry on intelligent conversation upon current topics.
To know nothing of the things we see, handle and enjoy every day of our lives.

To be ignorant of the general history of the world and of the various countries.

Not to know something of the greatest leaders, reformers, artists and musicians of the world.

Not to have intelligent knowledge of the general affairs of the world and the interrelations of nations.

Not to know enough about the laws of health, about physiology and hygiene to live healthfully and sanely.

A. B. Clark, shoe dealer, Riverside, California: Enclosed find check for \$5 to credit on my account. I find the Tradesman as valuable in California as it was in Michigan and my family read it almost as closely as I do.

Life's daily grind reduces most complexions to powder.

A girl is usually taken at her face value.

Hardware Price Current

AMMUNITION

Caps	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

Primers	
No. 2 U. M. C., boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads	
Black Edge, Nos. 11 & 12 U. M. C.	60
Black Edge, Nos. 9 & 10, per m.	70
Black Edge, No. 7, per m.	80

Loaded Shells

New Rival—For Shotguns

No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/2	1 1/2	5	10	2 95
154	4 1/2	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/2	1 1/2	6	12	2 65
265	3 1/2	1 1/2	5	12	2 70
264	3 1/2	1 1/2	4	12	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder	
Kegs, 25 lbs., per keg.	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60

Shot

In sacks containing 25 lbs

Drop, all sizes smaller than B.	1 85
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Augurs and Bits

Snell's	60
Jennings' genuine	25
Jennings' imitation	50

Axes

First Quality, S. B. Bronze	6 50
First Quality, D. B. Bronze	9 00
First Quality, S. B. S. Steel	7 00
First Quality, D. B. Steel	10 50

Barrows

Railroad.	15 00
Garden.	33 00

Bolts

Stove	70
Carriage, new list.	70
Plow.	50

Buckets

Well, plain.	4 50
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Butts, Cast

Cast Loose Pin, figured	70
Wrought, narrow.	60

Chain

1/4 in 5-16 in. 3/8 in. 1/2 in.	
Common.	7 1/2 c. 6 c. 6 c. 4 1/2 c.
BB.	8 1/2 c. 7 1/2 c. 6 1/2 c. 6 c.
BBB.	8 1/2 c. 7 1/2 c. 6 1/2 c. 6 1/2 c.

Crowbars

Cast Steel, per lb.	5
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Chisels

Socket Firmer.	65
Socket Framing.	65
Socket Corner.	65
Socket Slicks.	65

Elbows

Com. 4 piece, 6 in., per doz.	net. 1 25
Corrugated, per doz.	1 25
Adjustable	dis. 40 & 10

Expansive Bits

Clark's small, \$18; large, \$26.	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List

New American	70 & 10
Nicholson's	70
Heller's Horse Rasps.	70

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28, 29	
List	12 13 14 15 16 17
Discount, 70.	

Gauges

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

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

Hammers

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

Hinges

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

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

Horse Nails

Au Sable	dis. 40 & 10
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House Furnishing Goods

Stamped Tinware, new list.	70
Japanned Tinware	30 & 10

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate

Knobs—New List

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

Levels

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

600 pound casks	8
Per pound	8 1/2

Miscellaneous

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

Molasses Gates

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

Pans

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

Patent Planished Iron

"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages 1/2 c per lb. extra.	

Planes

Ohio Tool Co.'s fancy.	40
Sciota Bench	50
Sandusky Tool Co.'s fancy.	40
Bench, first quality.	45

Nails

Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance.	Base
10 to 16 advance.	5

8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50

Fine 3 advance.	50
Casing 10 advance	15
Casing 8 advance.	25
Casing 6 advance.	35
Finish 10 advance.	25
Finish 8 advance.	35
Finish 6 advance.	35
Barrel 1/2 advance	85

Rivets

Iron and tinned	50
Copper Rivets and Burs	45

Roofing Plates

14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade.	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

Ropes

Sisal, 1/2 inch and larger	9 1/2
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Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	28 00
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Sheet Iron

Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
No. 28	4 40

All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.

Shovels and Spades

First Grade, Doz	5 50
Second Grade, Doz.	5 00

Solder

1/4 @ 1/2	21
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron	60-10-5
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Tin—Melyn Grade

10x14 IC, Charcoal.	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	

Tin—Allaway Grade

10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	

Boiler Size Tin Plate

14x56 IX, for Nos. 8 & 9 boilers, per lb	13
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Traps

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

Wire

Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45

Wire Goods

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

Wrenches

Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought, 70 & 10	

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70

Churns

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

Milkpans

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

Fine Glazed Milkpans

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

Stewpans

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

Jugs

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

Sealing Wax

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

No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	8 1/2
Tubular	50
Nutmeg	50

MASON FRUIT JARS



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

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, De-
troit; Grand Secretary, W. F. Tracy,
Flint.

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

Some Qualities a Successful Traveler Must Possess.

Salesmanship is the business of the world; it is about all there is to the world of business. Enter the door of a successful wholesale or manufacturing house and you stand on the threshold of an establishment represented by first-class salesmen. They are the steam—and a big part of the engine, too—that makes business move.

I saw in print the other day the statement that salesmanship is the "fourth profession." It is not; it is the first. The salesman, when he starts out to "get there," must turn more sharp corners, "duck" through more alleys and face more cold, stiff winds than any other worker I know of. He must think quickly, yet use judgment; he must work hard and often long. He must coax one minute and "stand out" the next. He must persuade—persuade the man he approaches that he needs his goods, and make him buy—yes, make him. He is messenger boy, train dispatcher, department buyer, credit man, actor, lawyer and politician—all under one hat!

To the position of traveling salesman attach independence, dignity, opportunity, substantial reward. Many of the tribe do not appreciate this; those do so best who in time try the "professional life." When they do they usually go back to the road, happy to get there again. Yet were they permanently to adopt a profession, say the law, they would make better lawyers because they had been traveling men. Were many professional men to try the road they would go back to their first occupation because forced to do so. The traveling man can tell you why. I bought, a few days ago, a plaything for my small boy. What do you suppose it was? A toy train. I wish him to get used to it, for when he grows up I am going to put him on the road hustling trunks.

My boy will have a better chance for success at this than at anything else. If he has the right sort of stuff in him he will lay the foundation for a life success; if he has not I will soon find it out. As a traveling salesman he will succeed quickly or not at all. In the latter event I shall set him to studying a profession. When he goes on the road he may save a great part of his salary, for the firm he will represent will pay his living expenses while traveling for them. He will also have many leisure hours, and even months, in

which to study for a profession, if he chooses; or if he will he may spend his "out of season" months in foreign travel or any phase of intellectual culture—and he will have the money of his own earning to do it with. Three to six or eight months is as much time as most traveling men can profitably give to selling goods on the road; the rest is theirs to use as they please.

Every man who goes on the road does not succeed—not by any means! The road is no place for drones; there are a great many drops of the honey of commerce waiting in the apple blossoms along the road, but it takes the busy "worker" bee to get them. The capable salesman may achieve great success not only on the road but in any kind of activity. "The road" is a great training school. Alderman Milton Foreman, chairman of the Transportation Committee in the Chicago City Council, only a few years ago was a drummer. He studied law daily and went into politics while he yet drew the largest salary of any man in his house. Marshall Field was once a traveling man; John W. Gates sold barbed wire before he became a steel king. These three men are merely types of successful traveling men.

Nineteen years ago, a boy of 15, I quit picking worms off tobacco plants and began to work in a wholesale house in St. Louis at five dollars a week—and I had an even start with nearly every man ever connected with the firm. The president of the firm to-day, now also a bank president, and worth a million dollars, was formerly a traveling man; the old vice-president of the house, who is now the head of another firm in the same line, used to be a traveling man; the present vice-president and the president's son-in-law was a traveling man when I went with the firm; one of the directors, who went with the house since I did, was a traveling man. Another who traveled for this firm is to-day vice-president of a large wholesale dry goods house. One more saved enough recently to go into the wholesale business for himself. Out of the whole lot of us six married daughters of wealthy parents, and thirty more, who keep on traveling, earn by six months or less of road work from \$1,200 to \$6,000 each year. One of the lot has done, during his period of rest, what every one of his fellow-salesmen had the chance to do—taken a degree from a great university, obtained a license (which he can not afford to use) to practice law, learned to read, write and speak with ease two foreign languages, and got a smattering of three others, and has traveled over a large part of the world.

Of all the men in the office and stock departments of this firm only two of them have got beyond twenty-five dollars a week; and both of them have been drudges. One of them has moved up from slave-book-keeper to credit-man-slave and partner. The other has become a buyer. And even he, as well as being a

stock man, was a city salesman.

Just last night, on leaving the street car, an old schoolboy friend told me that he was soon going to try his hand on the road selling bonds. He asked me if I could give him any pointers. I said: "Work and be square—never come down on a price; make the price right in the beginning." "Oh, I don't know about that," said he. I slapped him on the breast and answered: "I do!"

I would give every traveling man, every business man, every man, this same advice. Say what you will, a square deal is the only thing to give your customer. You can do a little scaly work and win out at it for a while, but when you get into the stretch, unless you have played fair the short horses will beat you under the wire.

The best customer on my order-book came to me because I once had a chance to do a little crooked work—and did not. I had a customer who had been a loyal one for many years. He would not even look at another salesman's goods—and you know that it is a whole lot of satisfaction to get into a town and walk into a door where you know you are "solid." The man on the road who does not appreciate and care for a faithful customer is not much.

My old customer, Herman, had a little trouble with his head clerk. The clerk, Fred, got it into his head that the business belonged to him, and he tried to run it. But Herman wouldn't stand for this sort of work and "called him down." The clerk became "toppy," and Herman discharged him.

But still, Fred had a fairly good standing in the town, and interested an old bachelor, a banker, who had a nephew that he wanted to start in business. He furnished Fred and his nephew with \$10,000 cash capital; the three formed a partnership to open a new store and "buck" Herman. Well, you know, it is not a bad thing to "stand in" with the head clerk when you wish to do business with an establishment. So I had always treated Fred right, and he liked me and had confidence in me. In fact, it is a poor rule to fail to treat everyone well. I believe that the "boys" on the road are the most tolerant, patient human beings on earth. To succeed at their business they must be patient, and after a while it becomes a habit, and a good-one, too.

You know how it goes! A merchant gets to handling a certain brand of goods no better than many others in the same line. He gets it into his head that he can not do without that particular line. This is what enables a man on the road to get an established trade. The clerks in the store also get interested in some special brand because they have customers who come in and ask for that particular thing a few times. They do not stop to think that the man who comes in and asks for a Leopold brand hat or a Knock-'em-out shoe does not have any confidence in this special hat or shoe, but

he has confidence in the establishment where he buys it.

So, when I was in Herman's town to sell him his usual bill, his clerk hailed me from across the street and came over to where I stood. He told me that he had quit his old job and that he was going to put in a new stock. I, of course, had to tell him that I must stay with Herman, but that out of appreciation of his past kindness to me I would do the best I could to steer him right in my line of goods. I gave him a personal letter to another firm that I had been with before, and who, I knew, would deal with him fairly.

Fred went in to market. When in the city he tried to buy some goods of my firm. He intended to take these same goods and sell them for a lower price than Herman had been getting and thus cut hard into Herman's trade. But the big manufacturers, you know, are awake to all of these tricks, and a first-class establishment will always protect its customers. My house told Fred that before they could sell to him they would have to get my sanction. They wired me about it, and I, of course, had to be square with my faithful old friend, Herman. As I was near by I wrote him by special delivery, and laid the case before him. He, for self-protection, wired my house that he would prefer that they should not sell to his old clerk who was now going to become his competitor. In fact, he said he would not stand for it.

The very next season things came around so that Herman went out of business, and I knew that I "was up against it" in his town—my old customer gone out of business; Fred not wanting, then, of course, to buy of me. But I took my medicine and consoled myself with the thought that a few grains of gold would pan out in the wash. Up in a large town above Herman's I had a customer, named Sam, who had not secured the right location. Say what you will, location has a whole lot to do with business. Of course, a poor man would not prosper in the busy streets of Cairo, but the best sort of a hustler would starve to death doing business on the Sahara. A big store in Sam's new town failed. Sam had a chance to sell out the stock at 75 cents on the dollar. He wished to do so; but, although he was well-to-do, he did not have the ready cash.

One night I called on Sam and he laid the case before me. He told me how sorry he was not to get hold of the "snap." I put my wits together quickly, and I said to him: "Sam, I believe I can do you some good."

The next morning I went down to see a banker, who was a brother-in-law of Herman's, and who had made enough money merchandising and out of wheat down in Herman's old town to move up to the city and go into the banking business. The banker knew all about the way that I had treated his brother-in-law, and I felt that because I had been square with Herman he would have confidence in anything I said to him. I put the

An Up-to-Date Christmas Present

S.

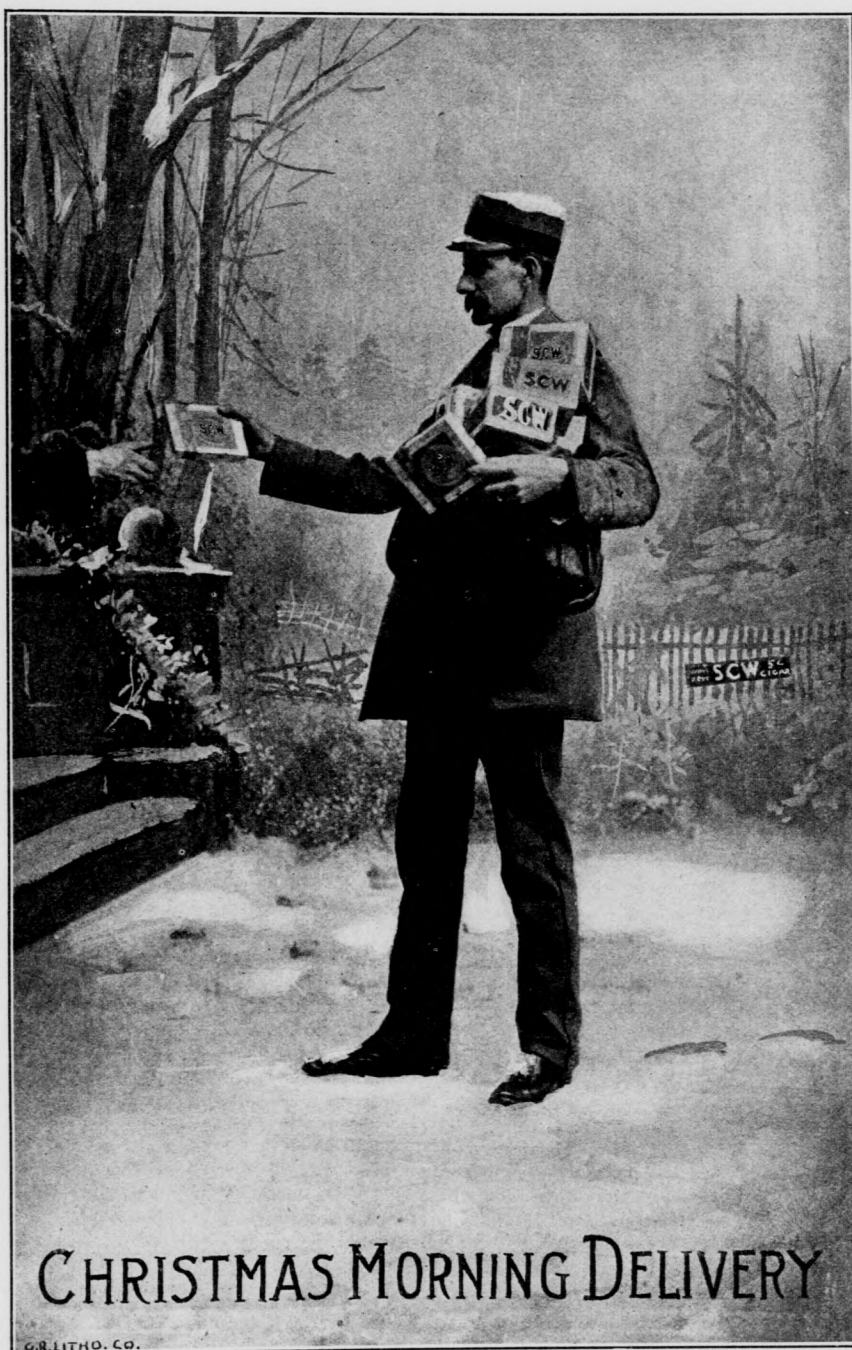
S.

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W.



For sale by all jobbers and
G. J. Johnson Cigar Co., Makers
Grand Rapids, Mich.

case before the banker. I told him I knew Sam to be well fixed, to have good credit, to be a good rustler and strictly straight.

In a little while I brought Sam up to meet the banker. The banker immediately, upon my recommendation, told Sam that he could have all the money he needed—\$16,000. The banker also wired to the people who owned the stock—he was well acquainted with them—and told them he would vouch for Sam.

The deal went through all right, and Sam now buys every cent's worth that he uses in my line from me. He is the best customer I have. I got him by being square.

One of my old friends, who was a leading hat salesman of St. Louis, once told me the following experience:

"Several years ago I was in Western Texas on a team trip. It was a flush year; cattle were high. I had been having a good time; you know how it goes—the more one sells the more he wants to sell and can sell. I heard of a big cattle-man who was also running a cross-roads grocery store. He wanted to put in dry goods, shoes and hats. His store was only a few miles out of my way, so I thought that I would drive over and see him.

"How I kicked myself when I drove up to his shanty, hardly larger, it seemed to me, than my straw-goods trunk! But, being there I thought I would pick up a small bill, anyway. I make it a rule never to overlook even a small order, for enough of them amount to as much as one big one. When I went in the old gentleman was tickled to see me and told me to open up—that he wanted a 'right smart' bill. I thought that meant about seventy-five dollars.

"I had to leave my trunks outside—the store was so small—so I brought in at first only a couple of stacks of samples. I pulled out a cheap hat and handed it to him.

"That's a good one for the money," said I; 'a dollar apiece.' I used always to show cheap goods first, but I have learned better.

"He looked at my sample in contempt, and pulling a fine nutria hat off his head he said: 'Haven't you got some hats like this one?'

"Yes, but they will cost you eighty-four dollars a dozen," I answered, at the same time handing him a fine beaver quality.

"The more they cost the better they suit us cattlemen; we are not paupers, suh. How many come in a case?'

"Three dozen come in a case, Colonel."

"Well, give me a case."

"I had never sold a case of these fine goods in my life, so I said to him: 'That's more, Colonel, than I usually sell of that kind, and I don't want to overload you; hadn't we better make it a dozen?'

"Dozen? No, suh, no. You must think that there's nobody in this country, that they haven't any money, and that I haven't any money. Did you see that big bunch of cattle as

you came in? They're all mine—mine, suh; and I don't owe the bank a cent on them, suh. No, suh, not a cent, suh. I want a case of these hats, suh—not a little bundle that you can carry under you' ahm.'

"I was afraid that I had made the old gentleman mad, and, knowing him by reputation to be worth several thousand dollars, I thought it best to let him have his way. I went through the two stacks with him and then brought in the rest of my samples. He bought a case of a kind right through—fine hats, medium hats and cheap hats for Greasers. He bought blacks, browns and light colors. I was ashamed to figure up the bill before his face. But just as soon as I got out of sight I added up the items and it amounted to \$2,100—the best bill I took on that trip.

"I sent the order in, but I thought that I should not have to call there again for a long time. The house shipped the bill and the old gentleman discounted it.

"Next trip I was intending to give that point the go-by. I really felt that the old gentleman not only needed no more goods, but that he would shoot me if I called on him. But when I got to the town next to his my customer there, who was a friend of the Colonel, told me that the old gentleman had sent him word that he wished to buy some more goods, and for me to be sure and come to see him.

"When I came driving up to the Colonel's store the back end of it looked peculiar to me. He had got so many goods from me that he had been obliged to take the wooden cases they were shipped in and make out of these boxes an addition to his store. Lumber was scarce in that country. The Colonel came out and shook hands with me before I was out of my wagon. I was never greeted more warmly in my life.

"Look heah," he began, 'I owe you an apology, suh; and I want to make it to you befo' you pass my threshold', suh. When you were heah befo' I feah that I allowed my indignation to arise. I am sorry for it, suh, sorry! Give me yo' hand and tell me that yo' will pahdon me. I can't look you squah in the face until yo' do.

"Why, Colonel, that's all right," said I, 'I didn't want to abuse your confidence, but I fear that I myself was impertinent in trying to show you that I knew more about your business than you did. I want to beg your pardon.'

"No pahdon to grant, suh; and I want you to accept my apology. The truth is the cowboys in this country have been devilin' me to death, nearly—ever since I started this store—to get them some good hats—good ones, suh. They told me that they couldn't get a decent hat in this whole country. I promised them that I would buy some of the best that I could find. When yo's came some of the boys saw the wagon bound foh my store ten miles out of town. They fo'med a sort of a procession, suh, and marched in with the team. Every one of those boys bought one of

those finest hats you sold me. They spread the news that I had a big stock and a fine stock, all over the country; and, do you know, people have come two hundred miles to buy hats of me. Some of my friends laughed at me, they say, because I bought so many that I had to use the cases they came in to make an addition to my sto'. But the more they laughed, suh, the more necessary they made the addition. If you can only get people to talking about yo', yo' will thrive. Believe me in this, suh. If they say something good about yo', that is good; if they say something bad about yo', that is better—it spreads faster. Those fool merchants did not know, suh, that they were helping my business every time that they told about how many hats I had bought until one day a fellow, when they were laughing about me, said: 'Well, if that's the case I'll buy my hat from him; I like, anyway, to patronize the man who carries a good stock.' Now you just come back and see how empty the addition is.'

"I went back into the addition and found that the Colonel's hats were nearly all gone. He had actually sold—and out of his little shanty—more of my goods than any other customer I had. When I started to have my trunks unloaded the Colonel said to me: 'Now just hol' on there; that's entirely unnecessary. The last ones sold so well, you just duplicate my last bill except that you leave out the poah hats. Come, let's go up to my house and have a julep and rest a while.'

Although a man's friends will not buy from him if he does not carry the goods, he will yet get their patronage over the other fellow if he has the right stock. Here's where a man's personality and adaptability are his stock-in-trade when he is on the road.

One of my musician road friends once told me how he had sold a bill to a well known old crank, now dead, in the State of Montana.

"When I used to work at the bench, years ago," said he as we sat in the smoker, "evenings when I was free I studied music for relaxation. Our shop boys organized a brass band. I played the trombone, and learned to do fairly well. I never thought then that my music would fatten my pocketbook; but since I have been on the road it has served me a good turn more than once—it has sold me many a bill.

"You've heard of the 'Wild Irishman of Chinook,' haven't you?'

"Old Larry, the crank?" said I.

"Yes, old Larry, the great. Well, sir, the first evening I ever went into Larry's store I hadn't been in a minute until he said to me: 'O'im all full up; O've got plinty iv it; I don't give a dom phawt ye're sillin'.'

"I paid no attention to him, as I had heard of him; instead of going out I bought a cigar and sat down by the stove. Although a man may not wish to buy anything from you, you know, he is always willing to sell you something, even if it's only

a cigar. I've caught many a merchant's ear by buying something of him. My specialty is bone collar-but-tons—they come cheap. I'll bet that I bought a peck of them the first time I made a trip through this country.

"I had not been sitting by the stove long until I noticed in a show case, a trombone. I asked Larry please to let me see it. 'O'll lit ye say the instrumint,' said he; 'but phwat's the good of it? Ye can't play the thromboon, can ye? O'im the only mon in this berg that can bloo that hairn. O'im a mumber of the brass band.'

"I took the horn and, as I ran the scales a few times, Larry's eyes began to dance. He wouldn't wait on the customer who came in. The instrument was a good one. I made 'Praties and fishes are very foine dishes for Saint Patrick in the mairnin' fairly ring. A big crowd came in. Larry let business drop entirely and danced a jig. He kept me playing for an hour, always something 'by special rayquist'—'Molly Dairlint,' 'Maggie Moorphy's Hoom,' and everything he could think of. Finally he asked me for 'Hairt Boood Doon.'

"As I played the 'Heart Bowed Down' tears came to the old Irishman's eyes. When I saw these I played yet better; this piece was one of my own favorites. I felt a little peculiar myself. This air had made a bond between us. When I finished the old man said to me: 'Thank ye, thank ye, sor, with all my hairt. That's enoof. Let me put the hairn away. Go hoom now. But coom around in the mairnin' and O'll boy a bill of ye! I doon't give a dom phawt's you're sillin'. If O've got your loine in my sthore O'll boy a bill; if Oi haven't O'll boy a bill anyway and stairt a new deapartment. Good-noight; give me yer hand, sor.'

"Not only did Larry give me a good order, but he went to two more merchants in the town and made them buy from me. He bought every dollar's worth of his goods in my line from me as long as he lived."—Chas. N. Crewdson in Saturday Evening Post.

Would you have a man stop loving you? Love him!

A miser's sweetheart is the lady on the dollar.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequaled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.

Regulations For the Safety of the Traveling Public.

Ann Arbor, Dec. 20—A recent editorial in the Tradesman entitled, "Inviting Disaster," which criticised the Michigan Central Railroad for its short-sighted policy in removing telegraph operators from certain important points, might have been more explicit in stating that in so doing the management trusts to the perfect working of the block system.

This block system consists of a series of electrical devices which automatically operate signals upon the passage of a train and keep them displayed until the train has passed to a point one mile further on, thus warning the engineer of a train which may follow if at any time he arrives within that distance of a preceding one. When it is considered that the winter season is much more liable to cause these mechanisms to be suddenly thrown out of order by the action of frost, ice, snow, flood or storm, the foolhardiness of entire dependence upon this system is the more apparent. Not one less watchman, flagman or operator should be employed, and the vigilance of track inspectors and section men should be redoubled in winter.

The published statistics of loss of life and injury to person each year in the United States, although small in comparison with the great number of passengers carried, are great in the aggregate, and are appalling when compared with the records of some European countries. Wise legislation and prudent regulations there tend to reduce accidents to the lowest possible minimum. In those countries a railroad seldom crosses the highway on the same level, either a bridge or tunnel being used to obviate the necessity. In England the laws are very stringent against anyone going or being upon the railroad right-of-way, and any person found violating such provision is subject to severe penalty.

When one stops to consider the fearful risks that are constantly being taken to rush passengers across the country to their respective destinations in the least possible time, the lack of legal restraint upon railway officials and the difficulty in locating the responsible parties when accidents do occur, it would seem that the people would be aroused to agitate and keep agitating the matter until there should be established permanent State and National regulations and precautions for greater safety in railway travel.

E. E. Whitney.

Enjoyed a Pedro Party On New Tables.

Grand Rapids, Dec. 19—Saturday night was a gala night for Grand Rapids Council, No. 131, U. C. T., and their ladies. They gathered at their rooms on Ionia street to enjoy a pedro party and to use the twelve tables which had been presented to them by the genial, whole-souled liveryman of Belding, Oscar F. Webster. The tables are fine ones and were much enjoyed, being used for a couple of hours for card playing. Then light refreshments were served on them.

Bro. R. E. Dewey entertained the company for a short time with some of his sleight-of-hand and legerdemain, after which the crowd dispersed to their several homes, all agreeing that the U. C. T.s, O. F. Webster and the Committee on Arrangements—Brothers W. S. Lawton, Frank Pierce and R. E. Dewey—were all right.

Nuff Sed.

Programme For the Annual Convention.

Detroit, Dec. 20—Our sixteenth annual convention will be held in the city of Detroit, December 27 and 28. Make an effort to attend this meeting, that you may renew old acquaintances and make new ones.

The attendance of the ladies is especially desired at this meeting that they may assist in the organization of a State Auxiliary of the ladies of the M. K. of G.

It is to be hoped that this organization may be perfected and launched on the highway of success before the sixteenth annual meeting adjourns.

Your attendance and co-operation are respectfully requested.

The following programme will be observed:

Tuesday Morning.

Reception Committee meets all trains.

Registration of all members at headquarters (Griswold House), and distribution of badges.

Tuesday Afternoon.

Convention called to order and also Ladies' Auxiliary for State Association at Golden's Hall, 32 Michigan avenue.

Prayer by Chaplain J. W. Seeley.

Address of welcome by His Honor, Mayor Wm. C. Maybury, and response.

Roll call of officers.

Regular order of business.

The Ladies' Auxiliary of Post C. will hold a reception for the ladies in attendance at Griswold House parlors, 3 to 5 p. m.

Tuesday Evening.

Reception and ball at Strassburg's Academy, 56-58 Adams avenue, East.

Wednesday.

Closing up business of the convention and election of officers for the ensuing year.

Michael Howarn, Pres.

Crawford S. Kelsey is being pushed forward by his friends as a candidate for the position of Treasurer of the Michigan Knights of the Grip, which will hold its annual convention at Detroit next week. Mr. Kelsey states that the bank with which he does business in Battle Creek will sign his bond and that the clerical work connected with the office will be assumed by the bank in exchange for the account. As the office pays about \$200 per year in commissions, and as Mr. Kelsey is entitled to the consideration of his fraters in his present physical condition, his friends feel as though the members of the organization could afford to do a gracious act by electing Mr. Kelsey unanimously to this office.

The master secret of success is concentration.

Recent Trade Changes in the Buckeye State.

Byesville—Arthur Davis is succeeded by Davis & Donnelly in the furniture business.

Cardington—H. H. Dean & Co have contracted to sell their stock of notions.

Cincinnati—Ochs, Goodman & Co., manufacturers of men's clothing, have gone out of business.

Coshocton—Walker & Cantwell are succeeded in the boot and shoe business by the Cantwell Shoe Co.

Dayton—Politz Bros. succeed Geo. Politz & Co., wholesale and retail dealers in confectionery.

Dennison—Creger Bros. are to continue the grocery business formerly conducted by H. E. Beck.

Edison—W. E. Sergeant has bought the general store of J. G. Miles.

Greencamp—Johnston & Co., hardware dealers, are succeeded by Johnston & Court.

Hillsboro—Miss L. E. Pence has purchased the furniture business of J. W. Pence.

Mount Gilead—The Mount Gilead Pottery Co. is closing out its stock.

Napoleon—Pontius & Cowdrick are to succeed S. O. Pontius in the grocery business.

Zanesville—H. A. Schervish, fruit dealer, is succeeded by Schervish & Emrod.

Akron—The creditors of Sam Maschke, clothier, have filed a petition in bankruptcy.

Cleveland—A petition in bankruptcy has been filed by the creditors of Newman Bros., dealers in clothing, furnishings and boots and shoes.

Dayton—Young Bros. succeed Geo. Taylor in the retail grocery and meat business.

Cleveland—Shaw Bros., dealers in men's furnishings and clothing, have made an assignment.

Greenville—The department store formerly conducted by Minnich, Schreel & Minnich is to continue business under the management of Minnich Bros.

The Boys Behind the Counter.

Detroit—Frank M. Osborne, drug clerk, has started suit against his former employer, Jephtha Doty, the Woodward avenue druggist, claiming Doty accused him of taking money from the cash drawer and withheld part of his salary. He asks for \$10,000 damages. Recently Osborne obtained a judgment in the justice courts for the amount of his salary.

Saginaw—Hugo A. Werner has resigned his position with Morley Bros. and leaves next Monday for Fenton, where he will take charge of the hardware store of L. B. Curry, which he has recently purchased. Mr. Werner has been connected with Morley Bros. for about nine years, beginning at the bottom of the ladder and gradually working his way up through the various stages of office boy, order clerk, foreman of the packing room to that of assistant manager of the retail department. As a token of the esteem in which he is held by his former associates, Mr. Werner was presented by the employes of Morley Bros. with a suit case and watch fob.

His removal from the city will be greatly regretted by his many friends, who, however, join in extending to him best wishes of success.

Central Lake—Richard T. McDonald succeeds David Clapp as clerk for Thurston & Company. Mr. Clapp has taken a position with A. B. Davis & Co.

Copper—While the domestic demand for copper is very limited at this time of the year owing to the approach of the Christmas holidays and the necessity of taking stock, orders from European and Chinese manufacturers are regaining their former large proportions, and the prospects for an excellent business through 1905 are excellent. The leading producers are now succeeding in their attempts to check the declining tendency of the market, which has resulted from the continued unloading by speculative interests, and prices are now becoming steadier at 14.75c for electrolytic, 14.87½c for lake and 14.62½c for casting grades. The weakness of standard warrants and best selections in the London market is not affecting conditions in this country to any appreciable extent, as the most prominent producers and dealers realize that the production in 1905 will prove insufficient to meet the prospective demand of both domestic and foreign consumers unless the product of the mines is greatly augmented within the next few months.

Tin—After a desperate effort to cause a manipulative rally, which was not sustained by a genuine consumptive demand, the bull leaders in the London tin market who held a corner in spot supplies for several days last week have been compelled to allow trading to take its natural course. The recent increase in available supplies has caused a sharp reaction in the English market and the easier undertone which pervaded trading for several weeks has returned and will probably remain until consumers decide to place large orders.

Ludington Record: The friends of A. E. Felter, who made his headquarters at this place while traveling for Roundy, Peckham & Dexter, will be pleased to learn that he has recently located at Oconto Falls, Wisconsin, where he has engaged in the retail grocery business. Mr. Felter has the only grocery store in that place and starts his new business with flattering prospects.

Hirth, Krause & Co. are distributing to their customers a handsome calendar in colors illustrating their line of Rouge Rex shoes, which are manufactured in their factory at Rockford. They kindly offer to send one of these calendars to any shoe dealer who is not already on their list of customers upon application.

Arc Mantles

Our high pressure Arc Mantle for lighting systems is the best money can buy. Send us an order for sample dozen.

NOEL & BACON

345 S. Division St. 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.

Adulteration of Cod-Liver Oil.

* Consul-General Bordewich has the following to say in regard to the adulteration of cod-liver oil:

"The foreign fish oils used for adulteration by some dealers are mostly those from coalfish, cusk, ling and haddock. It is claimed that no adulteration is practiced by the manufacturers in Lofoten during the winter fisheries, and that the oil made there at that time is exclusively extracted from the livers of cod, for the reason that no fish is caught there after those fisheries begin, it appearing that the cod drives all other species away from the banks.

"Chemicals are not used for adulteration, as far as I can learn, except that some few manufacturers employ a very small percentage of sulphuric acid during the steaming process in order to facilitate the extraction of the oil.

"If cod-liver oil is mixed with oils from livers of fish nearly related to the cod, such as oils from coalfish, haddock, ling and cusk, and the admixture is 10 per cent. or less, the adulteration is difficult to prove by analysis:

"The genuine medicinal cod-liver oil is of a light amber color; the odor is slight. The adulteration of cod-liver oil is said to have been unknown, at least in Norway, prior to the last couple of years. Oil from coalfish brought very moderate prices in the Lofoten Islands prior to 1903, but that year it was in great demand by buyers from Aalesund and Bergen, who paid at one time \$40 per barrel for the refined article. The oil of cusk has been refined in prior years also, but it was in much greater demand in 1903 than formerly, bringing as high as \$64 per barrel. These oils are refined in the Lofoten Islands mostly in the summer season, and the genuine cod-liver oil in the winter.

"It is no secret that these oils are largely used for adulteration of cod-liver oil."

Blindness and Death from Wood Alcohol.

Some time since Buller and Finch undertook an investigation, under the auspices of the section of ophthalmology of the American Medical Association, of the effects of wood alcohol on the system. Dr. Buller col-

lected and tabulated most of the published cases of blindness, partial and total, that could reasonably be imputed to the absorption of wood alcohol preparations, whether by the stomach, or through the lungs by breathing air charged with the fumes. Dr. Wood, after much correspondence with the principal oculists and other physicians of the country, attempted to obtain histories or descriptions of cases of wood alcohol poisoning not hitherto described in print. He also had the co-operation of the surgeon-general of the army, the pure food commissions of several states, and many chemists who have analyzed and experimented with methylated preparations. In addition to these a large number of coroners have permitted him to have access to their records. As one result of these labors it has been found that wood alcohol, refined and crude, adulterated essences and extracts, as well as other preparations containing it, have during the past seven or eight years been directly responsible for 142 cases of blindness and sixty-two cases of death. This report shows anew the grave danger of introducing wood alcohol in any form into the system, whether by ingestion or by breathing the vapor. To use liniments, cosmetics, etc., in which it is present of course exposes one to the latter risk, and some persons might have their vision affected more or less by even small quantities, to say nothing of the grave risk of entire loss of sight.—Druggist's Circular.

Hot Clam Juice for the Fountain.

Clam juice may be served in the proportion of one-half to one ounce to an eight-ounce mug, filling the latter with hot water and serving with a spoon; also giving the patron celery salt, salt and pepper cellars and soda crackers. The Soda Dispenser thinks the clam juice is served more acceptably by adding an ounce of milk, better yet by using half water and half milk, and still better by using all hot milk. A small amount of butter causes a marked improvement. Clam juice, like beef tea, must always be served hot. It spoils very readily and must be kept on ice. If a distinction is desired between clam bouillon and clam broth, serve the latter with a spoonful of butter and the former without it. A good way to keep the names apart is to have your clam juice with hot water; clam bouillon is the same with a dash of lemon juice added, and clam broth is clam juice mixed with cream or milk. Clam juice with hot water and seasoned well may be known as clam nightcap. Clam-juice cocktail is made with one ounce of clam juice, two drachms of lemon juice and hot water.

It isn't always the loudest noise that indicates the most business. The rooster can beat the hen at crowing, but he can't lay an egg to save his neck.

Stand up for your own rights, but don't do it too conspicuously.

Degradation of the Drug Store.

Medical editors generally attack drug stores when they need a sensation. Most of their remarks are based on ignorance. The following from American Medicine is a recent sample: There are in every city and village drug stores that only can be called pharmacies by a stretching of the meaning of the word beyond the recognition of etymologists. So far as concerns business, the drug part is a ludicrous fraud made up as the articles on sale are of a homeopathic dose of genuine drugs and a huge oceanic mass of the "menstruum," of soft drinks, bric-a-brac, china, silverware, and everything conceivable and inconceivable that will sell. Looked at from the professional aspect of the physician, these stores fill their windows, advertising spaces, newspapers and bill-boards with advertisements of every nostrum which cupidity and quackery can devise, all in sharp competition with the physicians who are supposed to patronize them. And not content with this, these concerns rival the businesses of the nostrum syndicates by manufacturing the "same kind" of concoctions themselves, all "cheaper and better." Still not satisfied with killing the doctor in these ways, they prescribe for any ailment the self-treater may describe, mix the dose and give it in "fruit-syrup" soda-water to the walking patient. From the standpoint of the temperance reformer and the citizen they also enter into competition with the saloons, and under the name of "bitters," "cough-cures," and all that, they sell the vilest of alcohol under the name of medicine. And we all submit, perhaps patronize! What a farce and a disgrace!

Draft of Proposed New Pharmacy Law.

It naturally affords the Tradesman much pleasure to be the first publication to present to its readers the draft of the proposed new pharmacy law, prepared by the Legislative Committee of the Michigan State Pharmaceutical Association. Readers will note that this draft embodies many new features not provided for in the old law, while some of the provisions of the old law that have proven to be unwieldy and obnoxious have been modified and in some cases eliminated. This draft will be presented to the Legislature under the auspices of the Association and every effort will be made to secure its enactment early in the session. No opposition has yet developed to any of the features of the proposed measure, giving ground for the belief that it will prove to be acceptable, not only to pharmacists as a class, but to the public in general.

Putting Powders in Capsules.

J. S. wants to know what determines when, in dispensing mixtures in capsules the mass or the dry method should be used. It is rarely ever advisable to make a mass unless the ingredients consist in part of liquid bodies which can not be absorbed to form a powder without an undue increase of the bulk. If pow-

ders alone are involved, the mixture should always be put in the capsules in the dry form. Some powders lack adhesiveness and can not be filled in capsules in the customary way—that is, by plunging the capsules downward into the powder. Such powders may be dampened with a little alcohol or water, as in making triturate tablets, and the damp powder will usually adhere. Or the powder may be pushed into the capsules with a spatula.

Sugar prevents the oxidation of certain salts, like that of ferrous iodide in the syrup, for instance, by mechanically protecting the salt from the oxygen of the air. As a matter of fact, sugar only retards the oxidizing process and does not entirely prevent it.

The Drug Market.

Opium—The market is very firm and tending higher.

Morphine—Is unchanged.

Quinine—At the bark sale at Amsterdam last week sales were made at a very slight reduction from the price of November. No change is expected in the price of quinine.

Cocaine—Higher prices abroad indicate an advance here, but prices are as yet unchanged.

Glycerine—Crude is higher and refined quite firm.

Menthol—Is in very large supply and weak. There are rumors of an export tax by the Japanese in a short time.

Spermacetti—Is scarce and advancing.

Oil Wormseed—Has advanced 25c per pound.

Oil Bergamot—Is tending higher.

Gum Camphor—Was again advanced 3c on Friday. This makes a total advance of 15c since the first of November. Higher prices are looked for.

Goldenseal Root—Has again advanced and is tending higher. There is very little obtainable.

Never deny that you make a profit in the sale of your goods. It arouses suspicion in any sensible mind to be told that the shoes are going for cost price or less.

Confidence begets confidence; but never try a confidence game.

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—

Acidum	Aceticum	Benzoicum, Ger.	Boracie	Carbolicum	Citricum	Hydrochlor	Nitricum	Oxalicum	Phosphoricum, dil.	Salicylicum	Sulphuricum	Tannicum	Tartaricum	Ammonia	Aqua, 18 deg	Aqua, 20 deg	Carbonas	Chloridum	Aniline	Black	Brown	Red	Yellow	Baccae	Cubebae	Juniperus	Xanthoxylum	Balsamum	Copaiba	Peru	Terabin, Canada	Tolutan	Cortex	Abies, Canadian	Cassia	Cinchona Flava	Buonymus atro.	Myrica Cerifera	Prunus Virgin	Quillaia, gr'd	Sassafras	Ulmus	Extractum	Glycyrrhiza Gla.	Glycyrrhiza, po.	Haematox	Haematox, 1s	Haematox, 1/2s	Haematox, 1/4s	Ferru	Carbonate Precip.	Citrate and Quina	Citrate Soluble	Ferrocyanidum S.	Solut. Chloride	Sulphate, com'l	Sulphate, com'l, by bbl, per cwt	Sulphate, pure	Flora	Arnica	Anthemis	Matricaria	Folia	Barosma	Cassia Acutifol.	Thunbergia	Cassia, Acutifol.	Salvia officinalis	Uva Ursi	Gummi	Acacia, 1st pld.	Acacia, 2nd pld.	Acacia, 3rd pld.	Acacia, sifted sts.	Acacia, po	Aloe, Barb	Aloe, Cape	Aloe, Socotri	Ammoniac	Asafoetida	Benzoinum	Catechu, 1s	Catechu, 1/2s	Catechu, 1/4s	Camphora	Euphorbium	Galbanum	Gamboge	Gualacum	Kino	Mastic	Myrrh	Opil	Shellac	Shellac, bleached	Tragacanth	Herba	Absinthium oz pk	Eupatorium oz pk	Lobelia	Majorum	Mentha Pip oz pk	Mentha Ver oz pk	Rue	Tanacetum V	Thymus V oz pk	Magnesia	Calcined, Pat	Carbonate, Pat	Carbonate K-M	Carbonate	Oleum	Absinthium	Amygdalae, Dulc.	Amygdalae, Ama.	Anisi	Aurant Cortex	Bergamit	Cajuputi	Caryophylli	Cedar	Chenopadii	Cinnamoni	Citronella	Conium Mac	Copaiba	Cubebae	Semen	Anisum po. 20.	Anium (gravel's).	Bird, 1s	Carui po 15	Cardamon	Coriandrum	Cannabis Sativa	Cydonia	Chenopodium	Dipterix Odorate	Foeniculum	Foenugreek, po.	Lini	Lini, gr'd. bbl. 2 1/2	Lobelia	Pharlaris Cana'n	Rapa	Sinapis Alba	Sinapis Nigra	Spiritus	Frumentum W D.	Frumentum	Juniperis Co T 1	Juniperis Co	Saccharum N E 1	Sot Vini Galli	Vini Oporto	Vina Alba	Sponges	Florida Sheeps' wl	Nassau sheeps' wl	carriage	Velvet extra shps'	wool, carriage	Extra yellow shps'	wool carriage	Grass sheeps' wl	carriage	Hard, slate use	Yellow Reef, for	slate use	Syrups	Acacia	Aurant Cortex	Zingiber	Ipecac	Ferri Iod	Rhei Arom	Smilax Off's	Senega	Scilla	Scilla Co	Tolutan	Prunus virg	Tinctures	Aconitum Nap's R	Aconitum Nap's F	Alfalfa	Alfalfa & Myrrh	Asafoetida	Attape Belladonna	Aurant Cortex	Benzoine	Benzoine Co	Barosma	Capsicum	Cardamon	Cardamon Co	Castor	Catechu	Cinchona	Cinchona Co	Columba	Cubebae	Cassia Acutifol	Cassia Acutifol Co	Digitalis	Ergot	Ferri Chloridum	Gentian	Gentian Co.	Guaiaca	Guaiaca ammon	Hyoscyamus	Iodine	Iodine, colorless	Kino	Lobelia	Myrrh	Nux Vomica	Opil	Opil, camphorated	Opil, deodorized	Quassia	Rhatany	Rhei	Sanguinaria	Serpentaria	Strogonium	Tolutan	Valerian	Veratrum Veride	Zingiber	Miscellaneous	Aether, Spts Nit 3f	Aether, Spts Nit 4f	Alumina, gr'd po 7	Alumina, 1s	Antimoni, po	Antimoni et po T	Antipyrin	Antifebrin	Argenti Nitras oz	Arsenicum	Balm Gilead buds	Bismuth S N	Calcium Chlor, 1s	Calcium Chlor, 1/2s	Calcium Chlor, 1/4s	Cantharides, Rus.	Capsici Fruc's af	Capsici Fruc's po	Cap'i Fruc's B po	Caryophyllus	Carmine, No. 40.	Cera Alba	Cera Flava	Crocus	Cassia Fructus	Centraria	Cateceum	Chloroform	Chloro'm, Squibbs	Chloral Hyd Crst 1	Chondrus	Cinchonidine P-W	Cinchonidine Germ	Cocaine	Corks list d p ct.	Creosotum	Creta	Creta, prep	Creta, precp	Creta, Rubra	Crocus	Cudbear	Cupri Sulph	Dextrine	Emery, all Nos.	Emery, po	Ergota	Ether Sulph	Flake White	Galla	Gambler	Gelatin, Cooper	Gelatin, French	Glassware, ft box	Less than box	Glue, brown	Glue, white	Glycerina	Grana Paradisi	Humulus	Hydrarg Ch M	Hydrarg Ch Cor	Hydrarg Ox Ru'm	Hydrarg Ammo'l	Hydrarg Ungue'm	Hydrargyrum	Ichthyobolla, Am.	Indigo	Iodine, Resubi	Iodoform	Lupullin	Lycopodium	Macis	Liquor Arsen et	Hydrarg Iod	Liq Potass Arsnit	Magnesia, Sulph.	Magnesia, Sulph bbl.	Mannia, S F	Menthol	Morphia, S P & W 2	Morphia, S N Y Q 2	Morphia, Mal.	Moschus Canton.	Myristica, No. 1.	Nux Vomica po 15	Os Sepia	Pepsin Saac, H &	P D Co	Picis Liq N N 1/2	Picis Liq N N 1/4	Picis Liq qts	Pil Hydrarg po 22	Pil Hydrarg po 35	Pix Burgun	Pulvis Ip'e et Opil	Pyrethrum, bxs H	Pyrethrum, pv	Quassia	Quassia, S P & W.	Quinia, S Ger	Quinia, N Y	Rubia Tinctorum	Saccharum La's.	Salacin	Sanguis Drac's	Sapo, W	Sapo, M	Sapo, G	Seidlitz Mixture	Sinapis	Sinapis, opt	Snuff, Macc	Snuff, DevVo's	Soda, Boras	Soda, Boras, po.	Soda et Pot's Tart	Soda, Carb	Soda, Bi-Carb	Soda, Ash	Soda, Sulphas	Spts, Cologne	Spts, Ether Co.	Spts, Myrcia Dom	Spts, Vini Rect bbl	Spts, Vi'i Rect 1/2b	Spts, Vi'i R't 10 gal	Spts, Vi'i R't 5 gal	Styechnia, Crystall	Sulphur Subl	Sulphur, Roll	Tamarinds	Teobromae	Vanilla	Zinci Sulph	Oils	Whale, winter	Paints	Red Venetian	Ochre, yel Mars	Ochre, yel Ber	Putty, commer	Putty, strictly pr2	Vermilion, Prime	American	Vermilion, Eng.	Green, Paris	Green, Peninsular	Lead, red	Lead, white	Whiting, white S'n	Whiting, white S'n	White, Paris Am'r	White's Paris Eng	Universal Prep'd 1	Varnishes	No 1 Turp Coach	Extra Turp	Coach Body	No 1 Turp Furnl	Extra T Damar	Jap Dryer No 1 T
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Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

Hazeltine & Perkins

Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Axle Grease		Bath Brick	
Brooms		Brushes	
Butter Color		C	
Confections		Canned Goods	
Carbon Oils		Catsup	
Cheese		Chewing Gum	
Chocolate		Clothes Lines	
Cocoa		Cocoa Beans	
Cocoa Shells		Coffee	
Crackers		D	
Dried Fruits		F	
Farinaceous Goods		Fish and Oysters	
Flavoring Extracts		Fly Paper	
Fresh Meats		G	
Gelatin		Grain Bags	
Grains and Flour		H	
Herbs		Hides and Pelts	
Indigo		I	
Jelly		J	
Licorice		L	
Lye		M	
Meat Extracts		N	
Mustard		O	
Nuts		P	
Olives		R	
Pipes		S	
Pickles		Salad Dressing	
Playing Cards		Saleratus	
Potash		Salt Soda	
Provisions		Salt Fish	
Rice		Seeds	
Salad Dressing		Shoe Blacking	
Saleratus		Snuff	
Salt Soda		Soap	
Salt Fish		Soda	
Seeds		Spices	
Shoe Blacking		Starch	
Snuff		Sugar	
Soap		Syrups	
Soda		T	
Spices		Tea	
Starch		Tobacco	
Sugar		Twine	
Syrups		V	
T		Vinegar	
Tea		W	
Tobacco		Washing Powder	
Twine		Wicking	
V		Woodenware	
Vinegar		Wrapping Paper	
W		Yeast Cake	
Washing Powder			
Wicking			
Woodenware			
Wrapping Paper			
Yeast Cake			

3		4		5	
Cotton Windsor		Lemon Biscuit Square. 8		Linen Lines	
50ft.	1 30	Lemon Wafer16		Small 20	
60ft.	1 44	Lemon Snaps12		Medium 26	
70ft.	1 80	Lemon Gems10		Large 34	
80ft.	2 00	Lem Yen10		Poles	
Cotton Braided		Marshmallow16		Bamboo, 14 ft., per doz. 55	
40ft.	95	Marshmallow Cream.....16		Bamboo, 16 ft., per doz. 60	
50ft.	1 35	Marshmallow Walnut.....16		Bamboo, 18 ft., per doz. 80	
60ft.	1 65	Mary Ann10		FLAVORING EXTRACTS	
Galvanized Wire		Malaga10		Foot & Jenks	
No. 29, each 100ft. long	90	Mich. Coco F'd honey.....12		Coleman's Van. Lem.	
No. 19, each 100ft. long	120	Milk Biscuit8		2oz. Panel1 20 75	
COCOA		Mich. Frosted Honey.....12		3oz. Taper2 00 150	
Baker's 38		Mixed Picnic11 1/2		No. 4 Rich. Blake.....2 00 150	
Cleveland 41		Molasses Cakes, Selo'd 8		Jennings	
Colonial, 1/4s 35		Moss Jelly Bar12		Terpeness Lemon	
Colonial, 1/2s 33		Muskegon Branch, Iced 10		No. 2 D. C. per doz. 75	
Epps 42		Newton12		No. 4 D. C. per doz.1 50	
Huyler 45		Oatmeal Crackers8		No. 6 D. C. per doz.2 00	
Van Houten, 1/4s 12		Orange Slice16		Paper D. C. per doz.1 50	
Van Houten, 1/2s 20		Orange Cream8		Mexican Vanilla	
Van Houten, 1/4s 40		Penny Assorted Cakes 8		No. 2 D. C. per doz.1 20	
Van Houten, 1s 72		Pilot Bread7		No. 4 D. C. per doz.2 00	
Webb 41		Pineapple Honey15		No. 6 D. C. per doz.3 00	
Wilbur, 1/4s 41		Ping Pong9		Paper D. C. per doz.2 00	
Wilbur, 1/2s 42		Pretzels, hand made8		GELATINE	
COCOANUT		Pretzelettes, hand m'd 8		Knox's Sparkling, doz. 1 20	
Dunham's 1/2s 26		Pretzelettes, mch. m'd 7		Knox's Sparkling, gro. 140	
Dunham's 1/2s & 1/4s 26 1/2		Revere14		Knox's Acidu'd, doz. 1 20	
Dunham's 1/4s 27		Rube Sears8		Knox's Acidu'd, gro. 140	
Dunham's 1/2s 28		Scotch Cookies10		Oxford 75	
Bulk 13		Snowdrops15		Plymouth Rock1 25	
COCOA SHELLS		Spiced Sugar Tops8		Nelson's1 50	
20lb. bags 2 1/2		Sugar Cakes, scalloped 8		Cox's, 2 qt. size1 61	
Less quantity 3		Sugar Squares8		Cox's 1 qt. size1 10	
Pound packages 4		Sultanas15		GRAIN BAGS	
COFFEE		Spiced Gingers8		Amoskeag, 100 lb. bale 19	
Rio		Urchins10		Amoskeag, less than bl 19 1/2	
Common12		Vienna Crimp8		GRAINS AND FLOUR	
Fair13		Vanilla Wafer16		Wheat	
Choice15		Waverly9		Old Wheat	
Fancy18		Zanzibar9		No. 1 White1 14	
Santos		CREAM TARTAR		No. 2 Red1 14	
Common12 1/2		Barrels or drums29		Winter Wheat Flour	
Fair13 1/2		Boxes30		Local Brands	
Choice15		Square cans32		Patents6 20	
Fancy18		Fancy caddies35		Second Patents5 80	
Peaberry15		DRIED FRUITS		Straight5 60	
Maracaibo		Apples		Second Straight5 20	
Fair15		Sundried 1/4		Clear6 60	
Choice18		Evaporated 5 1/2 @ 7		Graham5 30	
Mexican		California Prunes		Buckwheat5 20	
Choice16 1/2		100-125 25lb. boxes. @ 3 1/2		Rye4 60	
Fancy19		90-100 25lb. boxes. @ 3 1/2		Subject to usual cash discount.	
Guatemala		80-90 25lb. boxes. @ 4 1/2		Flour in barrels, 25c per barrel additional.	
Choice15		70-80 25lb. boxes. @ 5		Worden Grocer Co.'s Brand	
Java		60-70 25lb. boxes. @ 6		Quaker, paper5 69	
African12		50-60 25lb. boxes. @ 6 1/2		Quaker, cloth5 89	
Fancy African17		40-50 25lb. boxes. @ 7 1/2		Spring Wheat Flour	
O. G.25		30-40 25lb. boxes. @ 7 1/2		Pillsbury's Best, 1/4s6 50	
F. G.21		1/4c less in 50lb. cases.		Pillsbury's Best, 1/2s6 40	
Mocha		Citrin		Pillsbury's Best, 1/4s6 30	
Arabian21		Corsican@ 15		Lemon & Wheeler Co.'s Brand	
Package		Currants		Wingold 1/4s6 50	
New York Basis		Imp'd. 1lb. pkg.@ 7 1/4		Wingold 1/2s6 40	
Arbuckle14 00		Imported bulk6 1/2 @ 7 1/4		Wingold 3/4s6 30	
Dilworth13 00		Peel		Judson Grocer Co.'s Brand	
Jersey13 50		Lemon American12		Ceresota, 1/4s6 70	
Lion13 50		Orange American12		Ceresota, 1/2s6 60	
McLaughlin's XXXX		Raisins		Ceresota, 3/4s6 50	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		London Layers, 3 cr 1 50		Worden Grocer Co.'s Brand	
		London Layers, 4 cr 1 95		Laurel, 1/4s, cloth6 60	
		Cluster 5 crown2 60		Laurel, 1/2s, cloth6 50	
		Loose Muscatels, 2 cr. 5		Laurel, 1/4s & 1/2s paper 6 40	
		Loose Muscatels, 3 cr. 5 1/2		Meal	
		Loose Muscatels, 4 cr. 6		Bolton2 90	
		L. M. Seeded, 1 lb. 6 1/2 @ 7 1/4		Golden Granulated 3 00	
		L. M. Seeded, 1/2 lb 5 @ 8		Feed and Millstuffs	
		Sultanas, bulk@ 8 1/2		St. Car Feed screened 22 00	
		Sultanas, packages@ 8 1/2		No. 1 Corn and Oats 22 00	
		FARINACEOUS GOODS		Corn Meal, coarse22 00	
		Beans		Oil Meal29 00	
		Dried Lima6 50		Winter wheat bran 19 00	
		Med. Hd. Pk'd. 1 75 @ 1 85		Winter wheat midngs 22 00	
		Brown Holland2 50		Cow feed21 00	
		Farina		Oats	
		24 1lb. packages1 75		Car lots33 1/2	
		Bulk, per 100 lbs.3 00		Corn	
		Hominy		Corn, new48	
		Flake, 50lb sack1 00		Corn, old60	
		Pearl, 200lb sock4 00		Hay	
		Pearl, 100lb sack2 00		No. 1 timothy car lots 10 50	
		Macaroni and Vermicelli		No. 1 timothy ton lots 12 50	
		Domestic, 10lb box60		HERBS	
		Imported, 25lb box2 50		Sage15	
		Pearl Barley		Hops15	
		Common2 60		Laurel Leaves15	
		Chester2 75		Senna Leaves25	
		Empire3 50		INDIGO	
		Peas		Madras, 5 lb. boxes55	
		Green, Wisconsin, bu. 1 25		S. F., 2, 3, 5 lb. boxes65	
		Green, Scotch, bu.1 35		JELLY	
		Split, lb.4		5lb pails, per doz1 70	
		Roll Oats		15lb pails,30	
		Rolled Avena, bbls4 25		30lb pails65	
		Steel Cut, 100lb. sacks 2 10		LICORICE	
		Monarch, bbl.4 00		Pure30	
		Monarch, 10lb. sacks 1 90		Calabria23	
		Quaker, cases3 10		Sicily14	
		Sago		Root11	
		East India3 1/2		LYE	
		German, sacks3 1/2		Condensed, 2 doz1 60	
		German, broken pkg. 4		Condensed, 4 doz3 00	
		Tapoca		MEAT EXTRACTS	
		Flake, 110lb sacks4 1/2		Armour's, 2 oz4 45	
		Pearl, 130lb sacks4		Armour's, 4 oz8 20	
		Pearl, 24 1lb pkgs.6		Liebig's, Chicago, 2 oz 2 75	
		Wheat		Liebig's, Chicago, 4 oz 5 50	
		Cracked, bulk3 1/4		Liebig's Imported, 2 oz 4 55	
		24 2lb packages2 50		Liebig's Imported, 4 oz 8 50	
		FISHING TACKLE		MOLASSES	
		1/4 to 1 in6		New Orleans	
		1 1/2 to 2 in7		Fancy Open Kettle40	
		2 to 2 1/2 in9		Choice35	
		2 1/2 to 3 in11		Fair26	
		3 in15		Good22	
		Cotton Lines		Half barrels 2c extra.	
		No. 1, 10 feet5		MINCE MEAT	
		No. 2, 15 feet7		Columbia, per case2 75	
		No. 3, 15 feet9			
		No. 4, 15 feet10			
		No. 5, 15 feet11			
		No. 6, 15 feet12			
		No. 7, 15 feet15			
		No. 8, 15 feet18			
		No. 9, 15 feet20			

6	7	8	9	10	11
MUSTARD Horse Radish, 1 dz 1 75 Horse Radish, 2 dz 3 50 Bayle's Celery, 1 dz 3 00 OLIVES Bulk, 1 gal. kegs 1 00 Bulk, 3 gal. kegs 95 Bulk, 5 gal. kegs 90 Manzanilla, 7 oz 2 50 Queen, pints 2 35 Queen, 28 oz 4 50 Queen, 28 oz 7 00 Stuffed, 5 oz 1 45 Stuffed, 8 oz 1 90 Stuffed, 10 oz 2 30 PIPES Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 6 50 Half bbls. 600 count 3 75 Small Barrels, 2,400 count 8 00 Half bbls. 1,200 count 4 75 PLAYING CARDS No. 90, Steamboat 85 No. 15, Rival, assorted 20 No. 20, Rover enameled 60 No. 572, Special 1 75 No. 98, Golf, satin finish 2 00 No. 808, Bicycle 2 00 No. 632, Tourment whist 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 13 00 Back fat 15 00 Flat back 14 50 Short cut 13 50 Pig 18 00 Bean 11 75 Brisket 15 50 Clear Family 12 50 Dry Salt Meats Bellies 9 Bellies 9 1/2 Extra Shorts 8 1/2 Smoked Meats Hams, 12 lb. average 10 1/2 Hams, 14 lb. average 10 1/2 Hams, 16 lb. average 10 1/2 Hams, 29 lb. average 10 1/2 Skinned Hams 10 1/2 Ham, dried beef sets 13 1/2 Shoulders, (N. Y. cut) 10 1/2 Bacon, clear 10 1/2 California Hams 7 1/2 Picnic Boiled Ham 11 Boiled Hams 16 1/2 Berlin Ham pr's'd 8 Minic Ham 10 Lard Compound 5 1/2 Pure 7 1/2 50 lb. tubs, advance 1 1/2 50 lb. tubs, advance 1 1/2 50 lb. tins, advance 1 1/2 20 lb. pails, advance 1 1/2 10 lb. pails, advance 1 1/2 5 lb. pails, advance 1 1/2 5 lb. pails, advance 1 1/2 Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 6 1/2 Pork 6 1/2 Veal 8 Tongue 9 1/2 Headcheese 6 1/2 Beef Extra Mess 9 50 Boneless 10 50 Rump, new 10 50 Pig's Feet 1/2 bbls. 1 10 1/2 bbls., 40 lbs. 80 1/2 bbls. 7 75 1 bbl. 7 75 Tripe Kits, 15 lbs 70 1/2 bbls., 40 lbs. 1 65 1/2 bbls., 50 lbs. 3 00 Casings Hogs, per lb 26 Beef rounds, set 15 Beef middles, set 15 Sheep, per bundle 45 Uncolored Butterine Solid, dairy 10 Rolls, dairy 10 1/2 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef, 20 2 50 Potted ham, 1/4 45 Potted ham, 1/4 45 Deviled ham, 1/4 45 Potted tongue, 1/4 45 Potted tongue, 1/4 45 RICE Screenings 2 1/2 Fair Japan 2 3/4 Choice Japan 2 4 Imported Japan 2 4 1/2 Fair Louisiana hd. 2 3/4 Choice La. hd. 2 4 1/2 Fancy La. hd. 2 4 1/2 Carolina ex. fancy 2 4 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz 4 50 Durkee's, small, 2 doz 5 25 Snider's, large, 1 doz 2 35 Snider's, small, 2 doz 1 35 SALERATUS Packed 50 lbs. in box Arm and Hammer 1 15	Deland's 3 00 Lwight's Cow 3 15 Kismet 2 10 L. P. 3 00 Wyandotte, 100 3 00 SAL SODA Granulated, bbls 85 Granulated, 100 lb cases 90 Lump, bbls 75 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 1 95 60 5 lb. sacks 1 85 28 10 1/2 lb. sacks 1 75 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 22 Common Granulated, fine 80 Medium fine 85 SALT FISH Cod Large Whole 6 1/2 Small Whole 6 Strips or bricks, 7 1/2 10 Pollock 3 1/2 Halibut Strips 14 1/2 Chunks 15 Herring Holland White Hoop, bbls 25 White Hoop, 1/2 bbl 25 White hoop keg, 57 70 Norwegian Round, 100 lbs 3 60 Round, 40 lbs. 2 00 Scaled 18 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 13 00 Mess, 40 lbs. 5 70 Mess, 10 lbs. 1 50 Mess, 8 lbs. 1 34 No. 1, 100 lbs. 11 50 No. 1, 40 lbs 5 10 No. 1, 10 lbs 1 50 No. 1, 8 lbs 1 25 Whitefish No. 1 No. 2 Fam 100 lbs. 8 50 50 lbs. 4 50 10 lbs. 52 8 lbs 82 SEEDS Anise 15 Canary, Smyrna 7 1/2 Caraway 1 Cardamom, Malabar 1 00 Celery 10 Hemp, Russian 4 Mixed Bird 4 Mustard, white 8 Poppy 4 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 27 Macaboy, in jars 25 SOAP Central City Soap Co. Jaxon 2 85 Boro Naptha 4 00 Johnson Soap Co. Ajax 1 85 Badger 3 15 Borax 3 15 Calumet Family 3 15 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 Mottel German 2 25 New Era 2 45 Scotch Family 60 cakes 2 35 Scotch Family, 100 3 80 cakes 3 80 Weldon 2 85 Assorted Toilet, 50 car- tons 3 85 Assorted Toilet, 100 7 50 cartons 7 50 Cocoa Bar, 10 oz 3 25 Cocoa Bar, 10 oz 3 25 Senate Castle 3 50 Palm Olive, toilet 4 00 Palm Olive, bath 10 50 Palm Olive, bath 11 00 Rose Bouquet 3 40 J. S. Kirk & Co. American Family 4 05 Dusky Diamond, 50 8oz 2 85 Dusky D'nd., 100 6oz 3 10 Jap. Royal 3 10 Saxon Imperial 3 10 White Russian 3 10 Dome, oval bars 2 85 Satinet, oval 2 15 Snowberry 4 00 Lautz Bros. & Co. Big Acme 4 00 Big Master 4 00 Big Hammer 4 15	Snow Boy P'd'r 100 pk 4 00 Marselles 4 00 Procter & Gamble Co. Lenox 2 85 Ivory, 6 oz 4 00 Ivory, 10 oz 7 50 Star 3 10 A. B. Whisley 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 Kirkline, 24 4lb. 3 90 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'Clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapallo, gross lots 3 00 Sapallo, half gross lots 4 00 Sapallo, single boxes 2 25 Sapallo, 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 30 Nutmegs, 115-20 30 Pepper, Singapore, blk 15 Pepper, Singap. white 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 28 Cloves, Zanzibar 22 Ginger, African 15 Ginger, Cochiri 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk 18 Pepper, Singap. white 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1 lb. packages 4 05 3 lb. packages 4 1/2 6 lb. packages 4 1/2 40 and 50 lb. boxes 3 3/4 Barrels 3 Common Corn 20 lb. packages 5 40 lb. packages 4 1/2 SYRUPS Corn Barrels 22 Half Barrels 24 20 lb cans 1/2 oz in case 55 10 lb cans 1/2 oz in case 50 5 lb cans 2 1/2 in case 1 65 2 1/2 lb cans 2 1/2 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 Stiffings 9 11 Fannings 12 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 35 Amoy, choice 35 English Breakfast Medium 20 Choice 30 Fancy 40	India Ceylon, choice 82 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 54 Hiawatha, 5 lb. pails 56 Hiawatha, 10 lb. pails 56 Telegram 30 Pay Car 30 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 32 Kiylo 35 Hiawatha 41 Battle Ax 37 Standard Eagle 37 Standard Navy 37 Spear Head 47 Spear Head 14-2-3 oz 47 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Riper 66 Buck Jack 30 Honey Dip Twist 30 Black Standard 30 Cadillac 38 Forge 30 Nickel Twist 50 Smoking Sweet Core 34 Flat Car 32 Great Navy 34 Warpath 26 Bamboo, 16 oz. 25 X L, 5 lb. pails 27 X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 38 Kiln Dried 21 Duke's Mixture 39 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 lb. pails 39 Yum Yum, 1 lb. pails 39 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 lb 30 Plover Boy, 1 2-3 oz 39 Plover Boy, 3 1/2 oz 39 Peerless, 3 1/2 oz 35 Peerless, 1 2-3 oz 38 Air Brake 36 Ant Hook 30 Country Club 32 Fore-XXX 28 Good Indian 28 Self Binder 23 Silver Foam 34 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1 lb. balls 6 1/2 VINEGAR Malt White Wine, 40 gr 8 Malt White Wine, 80 gr 11 Pure Cider, B & B 11 Pure Cider, Red Star 11 Pure Cider, Robinson 10 Pure Cider, Silver 10 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 00 Market 25 Splint, large 6 00 Splint, medium 5 00 Splint, small 5 00 Willow, Clothes, large 7 25 Willow Clothes, med m 6 00 Willow Clothes, small 5 60 Bradley Butter Boxes 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 45 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 75 Clothes Pins Round head, 5 gross bx 50 Round head, 10 gross bx 50 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in 65 Cork lined, 9 in 75 Cork lined, 10 in 85 Cedar, 8 in 55 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb cotton mop heads 1 40 Ideal No. 7 90	Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 2 00 18-in. Standard, No. 1 2 60 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 15-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 25 Double Peerless 3 25 Single Peerless 2 50 Northern Queen 3 00 Double Duplex 2 75 Good Luck 2 25 Universal 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted 13-15-17 2 25 Assorted 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 4 Butcher's Manila 2 1/2 Wax Butter, short cut 20 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. 1 00 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Jumbo Whitefish, 11 @ 12 12 No. 1 Whitefish 9 Trout 9 1/2 Black Bass 12 Halibut 12 1/2 Ciscos or rHerring 5 Bluefish 11 1/2 Live Lobster 22 Cooled Lobster 23 Cod 12 1/2 Haddock 8 No. 1 Pickerel 9 Pike 7 Perch, dressed 7 Smoked White 12 1/2 Red Snapper 12 Col. River Salmon, 13 @ 14 14 Mackerel 15 @ 16 OYSTERS Cans F H Counts 37 Extra Selects 37 Selects 35 Perfection Standards 24 Anchors 22 Standards 20 Favorites 19 Bulk Oysters. Extra Selects 1 75 Selects 1 60 Standards 1 35 Perfection Standards 1 25 Clams 1 25 Shell Goods Clams 1 25 Oysters 1 25 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 10 Cured No. 2 9 Calfskins, green No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1 13 1/2 Calfskins, cured No. 2 12 Steer Hides, 60 lbs. over 10 Pelts Old Wool 90 Lamb 90 @ 2 00 Shearlings 25 @ 80 Tallow No. 1 4 1/2 No. 2 4 1/2	Wool Washed, fine 20 Unwashed, medium 22 @ 27 Unwashed, fine 14 @ 20 Washed, medium 14 @ 32 CONFECTIONS Stick Candy Jumbo, 32 lb. cases 7 1/2 Extra H. H. 9 Boston Cream 10 Old Time Sugar 12 30 lb. case 12 Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Lubbon 9 Cut Loaf 9 English Rock 9 Kindergarten 8 1/2 Bon Ton Cream 8 1/2 French Cream 9 Star 11 Hand made Cream 14 1/2 Premio Cream mixed 12 1/2 Fancy-In Pails O F Horough-Drop 10 Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 10 San Blas Goodies 12 Lozenges, plain 12 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 11 Quintette Chocolates 11 Champion Gum Drops 12 Moss Drops 9 Lemon Sours 9 Imperial 9 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 20 lb. pails 12 Molasses Chews, 15 lb. cases 12 Golden Waffles 12 Fancy-In 5 lb. Boxes Lemon Sours 50 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Brilliant Gums, Crys. 60 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 60 Imperial 55 Mottos 60 Cream Bar 55 Molasses Bar 55 Hand Made Cr.ms. 30 @ 90 90 Cream Buttons, Pep. and Wintergreen 65 String Rock 60 Winkergum Bars 25 Old Time Assorted, 25 lb. case 2 50 Buster Brown Goodies 3 25 30 lb. case 3 50 Up-to-date Assmt, 32 lb. case 3 50 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize 18 Gold Medal Chocolate 18 Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx 90 15 Gold Medal Creams, pails 13 1/2 Pop Corn Dandy Smack, 24 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 00 Pop Corn Balls, 200s 1 20 NUTS Whole Almonds, Tarragona 15 Almonds, Ivica 15 Almonds, California sft shell, new 15 @ 16 Brazilis 12 @ 13 Filbert 13 @ 13 Cal. No. 1 14 @ 11 Walnuts, soft shelled 12 Walnuts, new Chili 12 Table Nuts, fancy 12 1/2 Pecans, Med. 10 Pecans, Ex. Large 11 Pecans, Jumbos 12 Hickory Nuts per bu. 1 75 Cocoanuts 4 Chestrut, No. York State, per bu. 7 Shelled Spanish Peanuts 6 1/2 @ 7 42 Pecan Halves 42 Walnut Halves 40 Filbert Meats 25 Alcanta Almonds 33 Jordan Almonds 47 Peanuts Fancy, H. P. Suns 6 1/2 Fancy, H. P. Suns, Roasted 6 1/2 Choice H. P. P. Jbe 7 1/2 Choice, H. P., Jumbo, Roasted 7 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



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

BAKING POWDER

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

Royal

10c size. 90
1/4 lb. cans 135
6 oz. cans 190
1/2 lb. cans 250
1 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 16 oz. r'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



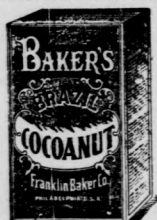
G. J. Johnson Cigar Co.'s bd.
Less than 500. \$3 00

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 1/2 lb. pkg. per case. 2 60
88 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 @ 7
Loins 7 1/2 @ 12
Ribs 7 @ 10
Rounds 5 @ 6
Chucks 3 1/2 @ 4 1/2
Plates @ 3

Pork

Dressed 5 1/2 @ 5 1/2
Loins @ 7 1/2
Boston Butts @ 6 1/2
Shoulders @ 6 1/2
Leaf Lard @ 7 1/2

Mutton

Carcass @ 6

Lambs 8 1/2 @ 9

Veal

Carcass 5 1/2 @ 8



CORN SYRUP

24 10c cans 1 54
12 25c cans 2 20
4 50c cans 3 30

COFFEE

Roasted
Dwinell-Wright Co.'s Bds



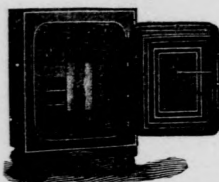
White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
1/4 lb. Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha.
Java and Mocha Blend.
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel
Bay City; Godsmark, Du-
rand & Co., Battle Creek
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gail Borden Eagle. 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

SAFES



Full line of the celebrated
Diebold fire and burglar
proof safes kept in stock
by the Tradesman Com-
pany. Twenty different
sizes on hand at all times
—twice as many safes as
are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

STOCK FOOD.

Superior Stock Food Co.,
Ltd.

\$.50 carton, 36 in box. 10.80

1.00 carton, 18 in box. 10.80

12 1/2 lb. cloth sacks. 84

25 lb. cloth sacks. 1.65

50 lb. cloth sacks. 3.15

100 lb. cloth sacks. 6.00

Peck measure90

1/2 bu. measure. 1.80

12 1/2 lb. sack Cal meal. 39

25 lb. sack Cal meal. 75

F. O. B. Plainwell, Mich.



SOAP

Peaver 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

Place Your

Business

on a

Cash Basis

by using

our

Coupon Book

System.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

if you ask us.

They are

free.

Tradesman Company

Grand Rapids

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Is Without a Rival

There are something like 85,000 com-
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isue catalogues of some sort. They are
all trade-getters—some of them are success-
ful and some are not.

Ours is a successful one. In fact it is
THE successful one.

It sells more goods than any other three
catalogues or any 400 traveling salesmen
in the country.

It lists the largest line of general mer-
chandise in the world.

It is the most concise and best illustrated
catalogue gotten up by any American
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It is the only representative of the larg-
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entirely by catalogue.

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It never misrepresents. You can bank
on what it tells you about the goods it
offers—our reputation is back of it.

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with much more satisfaction than you can
from the flesh-and-blood salesman, who
is always endeavoring to pad his orders
and work off his firm's dead stock.

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Wholesalers of Everything—
By Catalogue Only.

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A MEAN JOB

Taking Inventory

Send now for description of our Inven-
tory Blanks and removable covers.
They will help you.

BARLOW BRUS., Grand Rapids, Mich.



This is a picture of ANDREW
B. SPINNEY, M. D. the only
Dr. Spinney in this country. He
has had forty-eight years experi-
ence in the study and practice of
medicine, two years Prof. in
the medical college, ten years in
sanitarium work and he never
fails in his diagnosis. He gives
special attention to throat and
lung diseases making some
wonderful cures. Also all forms
of nervous diseases, epilepsy, St.
Vitus dance, paralysis, etc. He
never fails to cure piles.

There is nothing known that
he does not use for private diseases of both sexes,
and by his own special methods he cures where
others fail. If you would like an opinion of your
case and what it will cost to cure you, write out
all your symptoms enclosing stamp for your reply.

ANDREW B. SPINNEY, M. D.

Prop. Reed City Sanitarium, Reed City, Mich.

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Paint

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

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

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

It's an eye-opener.

Forest City Paint
& Varnish Co.

Cleveland, Ohio

Use the Tradesman
Coupon System and do
away with your book-
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Tradesman Company

Grand Rapids

Mich.

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Small stock in booming little market town. Slight opposition. Cleared over \$1,500 last year, could easily be doubled. Manufacturing business takes all my time. Address No. 100, care Michigan Tradesman. 100

Merchants, Manufacturers, jobbers financially embarrassed, needing immediate cash, can secure assistance in confidence from trustworthy business man. Address No. 99, care Michigan Tradesman. 99

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For Sale or trade for stock of merchandise, house and lot and one vacant lot in Grand Rapids, Mich. Address L. H. Hayt, 118 North Franklin, Saginaw, Mich. 89

Wanted—Will pay cash for profitable business in live town of 1,000 to 3,000 inhabitants. Address Cash, care Tradesman. 91

For Sale—A good stock jewelry, musical goods and sewing machines. A fine location. County seat, Oceana Co. C. W. Slayton, Hart, Mich. 93

A small block of stock still left of the Kentucky Coal Company, of Union County, Kentucky, at 25 cents per share, par value \$1.00, fully paid and non-assessable; when sold, this stock will be advanced to par; the output August 1, 1905, will be 2,000 tons per day. We have contracted for one-half of this entire product and are about closing a deal for the other half, when the company will be able to guarantee 12 per cent. dividend. An opportunity of a lifetime. Do you want it? Act quickly. Address W. L. Altland, Secretary, 716 Fraction Terminal Building, Indianapolis, Ind. 94

Wanted—Good location for hardware, or I will buy a stock. In either case it must be right. Show me. Address Box 25, Vickeryville, Mich. 95

For Sale—A clean stock of general merchandise in a good Northern Michigan town, stock will invoice from \$4,000 to \$5,000. Doing a cash business of \$16,000 to \$17,000 a year. Address No. 96, care Michigan Tradesman. 96

A cigar store and retail manufacturing business for sale. Good trade. Good location. Address No. 97, care Michigan Tradesman. 97

For Sale Cheap—New ice plow. Address Lock Box 24, Lowell, Mich. 98

Wanted to buy for cash, good stock general merchandise. Particulars in reply. Address No. 999, care Michigan Tradesman. 999

For Sale—Farm implements stock. Only stock in town of 800. Splendid opportunity for hustler. Invoices \$2,000. Address No. 78, care Michigan Tradesman. 78

Cotton Cloth For Sale—Lot No. 41162, about 500 pounds, open weave, Egyptian color, about 40 inches wide in rolls of about 135 yards or say about 2 1/2 yards per pound. Price 15c per pound, f. o. b. cars here, in bales for shipment. Samples sent upon application. It is a job lot. Who wants it? C. W. Becker, Asst., Address Dept. 45, Amsterdam, N. Y. 81

For Sale—Stock general merchandise, consisting of shelf hardware, boots, shoes and groceries. Will inventory about \$4,000 or less; property consists of double store building, grain elevator, cold storage warehouse with capacity of 15 carloads and seven acres of land; everything in good repair. Specialty of this place is produce dealing. Can be rented or bought. Owing to change in business would like to sell at once or not at all. For particulars address H. & S., Box 16, Brunswick, Mich. 80

Wanted—To buy small wood manufacturing business. Address Lock Box 24, Lowell, Mich. 85

For Sale—The best corner grocery in Montpelier, Ohio. Established over twenty years. Present owner is engaged in other business and must sell by first of year. Excellent chance for the right man. No agents need answer. Stock and fixtures will invoice about \$2,000. Will sell right to right man. F. Hirschi, Montpelier, Ohio. 87

For Sale—Drug business, established 14 years—good suburban location, reasonable terms to right party. Address P. R., care Michigan Tradesman. 83

For Sale or Rent—Store building with living rooms overhead, including warehouse and barn. Good location for general stock, only two other stores in town, which is situated in center of good farming district. Investigation solicited. Willis Green, Byron Center Mich. 82

For Sale—Whole or part of 93x130 ft. lot on Main street in Holland, Mich. Good location for business. Address E. Heeringa, 359 Central Ave., Holland. 79

For Sale—Drug Stock; soda fountain, complete up-to-date fixtures. Write Box 500, Elk Rapids, Mich. 86

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 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—Stock of groceries, will invoice \$500. Will rent store and fixtures. Good reason given for selling. Address No. 72, care Michigan Tradesman. 72

For Rent—First-class store, easily fitted for any kind of business. Address particulars to M. E. Davey, Imlay City. 52

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—Boilers 1 to 125 H. P., tanks all sizes. Address John Crowley, Jackson, Mich. 40

For Sale—A well-labeled drug store in Grand Rapids. Good trade. Clean stock. Invoice about \$4,000. A bargain. Investigation solicited. Address No. 50, care Michigan Tradesman. 50

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—A good paying feed business, including corn meal mill. Will sell or lease property. Address Leidy S. Depue, Washington, D. C. 39

For Sale—20 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

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 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

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 600 population, surrounded by best farming country in the State. Best of reasons for selling. Address No. 969, care Michigan Tradesman. 969

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

Wanted—To buy clean stock general merchandise. Give full particulars. Address No. 999, care Michigan Tradesman. 999

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

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, beltine. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

POSITIONS WANTED.

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted—An experienced dry goods salesman in a dry goods, clothing, shoe and furnishing goods store. An unmarried man preferred, of good address, a good salesman and stock-keeper who is apt in decoration and window trimming. A genial, active worker, one who would be willing to assist in other departments if necessary. Town of 1,600. Address, stating salary expected, experience, etc., No. 92, care Michigan Tradesman. 92

Salesmen Wanted—We want men calling on grocery trade to take orders, as a side line, for Midland Baking Powder, giving large gold fish globe and two full size gold fish with each can as premium. Every grocer buys on sight. We have the best proposition ever offered. Be sure to write for particulars before you lay this paper down. Liberal commission. Midland Mfg. Co., 1210 Adams St., Toledo, Ohio. 84

Wanted—Salesmen to carry our brooms as side line. Good goods at low prices; plenty of styles. Liberal commission. Address Central Broom Co., Jefferson City, Mo. 51

Wanted—Bright, energetic ladies or gentlemen to represent an attractive proposition in fraternal insurance. American Equity Association, Owosso, Mich. 56

AUCTIONEERS AND TRADERS

Special and Auction Sale Facts—We sell the stock. We get you every dollar your stock is worth. A record of thirteen years that stands pre-eminent. We do not tell you one thing and do another. Our reputation is at stake, therefore good service. We are instructors of merchandise selling at Jones' College of Auctioneering at Davenport, Iowa, therefore we must be thoroughly competent. Look us up there as well as the hundreds of merchants for whom we have sold. Our free advertising system saves you many a dollar. Write us, we can lift the burden. The A. W. Thomas Auction Co., 477 Wabash Ave., Chicago. 30

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

MISCELLANEOUS.

Wanted—Everyone troubled with Asthma to send 15 cents for a sample bottle of Asthma Remedy. It has never failed to give relief. Address W. S. Widerfelt, Florence, Colorado. 963

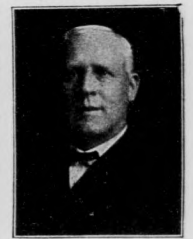
To Exchange—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & 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."

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make
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STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY
GRAND RAPIDS



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 17.—We have had a firmer and more active coffee market this week, and this is true not only of spot stock but of the speculative market. It may be only a "flash in the pan," as so often is the case; but reports of bad weather in Brazil and a probable short crop next year seem to have exerted an influence. Rio No. 7 is quoted at 8¼c. In store and afloat there are 4,166,095 bags, against 2,952,307 bags at the same time last year—a supply that precludes any idea of immediate scarcity. In sympathy with Brazil stock, West India coffee has shown some advance and at the close is firmly sustained, while the demand shows some improvement. Good Cucuta is worth 9¼c. East Indias are well sustained at about the recent range of rates.

There is not an item of interest to be picked up in the tea market. Holders seem very confident that a better condition will prevail after the new year, and it is quite likely that more attention will be paid to the article when attention is distracted from the rush of the holidays. Such sales as are made are showing a pretty firm range of values.

Refined sugar is firm, although the actual volume of business is moderate. The one item of interest was the announcement that the Arbuckles had withdrawn their special arrangement with the trade in Ohio and West Virginia, so their prices are now uniform everywhere.

Stocks of rice are not overabundant and there is what might be called a fairly good volume of winter trade, so that prices are fairly well maintained, albeit on a low range of values.

Offerings of spices are limited and quotations are steady and without change. Singapore pepper, 12¼@12½c; West Coast, 11¾@11½c. There is a little Honduras offered at 3c.

There is a scarcity of strictly high grade New Orleans molasses and full values are obtained with every sale. Business is not especially active, but there is a steady call and holders are firm in their views. Good to prime centrifugal, 18@27c.

There is little to chronicle regarding canned goods at this season. Trade is probably as active as it usually is, but there is room for a good deal of improvement. Tomatoes show some signs of improvement. Low prices have enabled retailers to dispose of large quantities and the outlook is for some slight advance. Sixty-five cents delivered here represents about the real value of Maryland stock. Corn hangs fire for some reason. There is certainly no overabundance of extra stock and the great bulk of offerings is not of the

sort to make lasting friends. Peas are in ample supply and almost any buyer can pick up some choice lots at seemingly very low figures.

In dried fruits, currants show some advance, owing, perhaps, to the holiday demand and limited supply. Raisins move slowly and low figures do not seem to attract buyers. Other goods are quiet.

It has been an awfully slow week in the butter market and the demand has not been sufficiently active to prevent some accumulation. This oversupply is not desirable in winter-made butter. Best Western creamery, 27@27¼c; seconds to firsts, 23@26c; imitation creamery, 16½@20c; factory, 15½@17c; renovated, 15c through every fraction to 20c for extra stock.

Cheese has done fairly well and the demand has been sufficiently active to keep the market pretty well cleaned up. New York State full cream small sizes are worth 12c and large sizes ¼c less.

The egg market is hardly as firm as last noted, although for the best nearby stock 40c continues about the official figure. Medium and lower grades are quiet. Finest Western candled stock, 32c; average best, 30@31c; seconds, 27@29c.

Failure of Hoffman & Skeels, of Brunswick.

Hoffman & Skeels, general dealers at Brunswick, uttered a trust mortgage December 13, securing creditors as follows:

Muskegon Milling Co., Muskegon..	\$232.07
George Hume & Co., "	62.60
Snyder, Thayer & Walker, "	18.36
Towner Bros., "	55.08
McClintock & Riedell, "	5.72
Fred Brundage, "	10.75
National Biscuit Co., Grand Rapids	21.44
Leamon & Wheeler Co., "	54.97
Valley City Milling Co., "	26.15
Brown & Seher Co., "	103.00
Judson Grocer Co., "	159.19
Clark-Rutka-Weaver Co., "	18.65
Musselman Grocer Co., "	52.21
H. Leonard & Sons, "	14.30
Waldron Shoe Co., "	263.88
Noel & Bacon, "	31.15
Grand Rapids Dry Goods Co., "	134.40
W. B. Jarvis Co., "	26.62
Clark-Jewell-Wells Co., "	152.92
Smith-Wallace Shoe Co., Chicago.	67.80
H. Van Tongeren, Holland.....	8.25
George Burns, Fremont.....	18.50
Sepria Cigar Co., Chicago.....	17.50
M. M. Fenner & Co., Chicago.....	8.00
Gerber & Sons, Fremont.....	90.20
Althm Mfg. Co., Chicago.....	5.45
International Stock Food Co., Minneapolis	3
E. E. Weed, Douglas	36.78
W. W. Putney, Kent City	200.00

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Dec. 21.—Creamery, fresh, 24@26½c; storage, 22½@24¼c; dairy, fresh, 16@23c; poor, 12@15c; roll, 18@20c.

Eggs—Candled, fresh, 30c; cold storage, 21@22c; at mark, 20@20½c.

Live Poultry—Chicks, 9@10c; fowls, 8@9c; turkeys, 16@18c; ducks, 13@14c; geese, 12@13c.

Dressed Poultry—Turkeys, 19@20c; chicks, 12@13c; fowls, 10@11½c; old cox, 9c; ducks, 14@15c; geese 13@14c.

Beans—Hand picked marrows, new \$2.60@2.75; mediums, \$1.85@1.90; peas \$1.75@1.80; red kidney, \$2.50@2.75; white kidney, \$2.75@3.

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

Rea & Witzig.

"Dear Santa Claus," the baby prayed.
The mother leaned to hear.
"If you don't bring the things I said
I'll hit you on the ear!"

Diamond Match Co. Ceases Operations at Ontonagon.

Ontonagon, Dec. 19.—F. H. Hotchkiss, Northwestern manager for the Diamond Match Co., announces that the operations of the company are practically ended in the vicinity of this place.

The Diamond Match Co. has operated lumber camps and mills at Ontonagon for twenty-two years. Its mills were the principal industry of the place and had much to do with the prosperity of the village. Ontonagon suffered the greatest calamity in its history when in 1896 the Diamond Match Co.'s mills burned. They were not rebuilt because the company at that time had seen the beginning of the end.

The pine had been gradually cut away until all of the larger timber had been cut and it would not be profitable to build mills to cut the remaining small timber. Since the fire the timber has been cut at the Ontonagon camps and then shipped to Green Bay. Mr. Hotchkiss does not believe that this method will be profitable after this season. For matches only the most perfect portion of the pine is taken and this means a great waste from the small logs. The logs are first sawed into the ordinary two-inch plank of commerce, which, after having been cut up into smaller boards of the same thickness, to do away with knots, is run through machines which cut it up into match blocks. A match block is two inches thick, two wide and about four long and it is from these blocks that matches are made, the blocks being run through a machine which punches the matches out.

The timber from Ontonagon no longer provides a sufficient number of match blocks per log and the company is thus forced to leave the territory. The Diamond Match Co. has just completed a large mill plant in the pine forests of California and practically all the company's lumbering will be done in that section after a season or two.

Detailed Review of the Grain Market.

Cash wheat continues in fair demand and the price is somewhat stronger, December options selling at an advance of about 3@4c per bushel for the week. Receipts of wheat in the Northwest continue quite heavy—much in excess of last year—but other sections of the country have not contributed quite so freely. Bradstreet's reports indicate changes in stocks for the week, as follows: Decrease in wheat of 1,477,000 bushels, increase in corn of 794,000 bushels and a decrease in oats of 12,000 bushels. The growing winter wheat crop is at rest, so far as damage reports are concerned, as practically the entire winter wheat belt is covered with snow, while rain has given relief to the extreme Southwest and Southeast. The cash grain situation is somewhat puzzling. Chicago reports sales of wheat for shipment to Kansas City, Kansas City reports sales of wheat for shipment to Minneapolis, while Minneapolis reports quite liberal sales of cheap frost damaged wheat for

shipment to Kansas City. Our market is entirely domestic, as there are practically no exports of either wheat or flour. The receipts of wheat in the four principal spring wheat markets, Minneapolis, Duluth, Chicago and Milwaukee, since August 1 have been 85,000,000 bushels, as compared with nearly 89,000,000 bushels for the same period last year, and over a 100,000,000 bushels for 1900 and 1901.

Receipts of new corn continue liberal, but the demand seems to be sufficient to care for all offerings and the market has shown considerable strength the past few days, selling up about 2c per bushel. Corn is improving in quality and considerable is now being booked for the Eastern States, with the usual guarantee of arrival cool and sweet.

The demand for oats is fair. Prices are strong, while receipts are not large, but sufficient to care for all orders.
L. Fred Peabody.

Failure of E. Flewelling, of Nashville.

E. Flewelling, who succeeded the former firm of Greene & Flewelling, clothiers at Nashville, about a month ago, uttered a trust mortgage December 16, securing the following creditors, whose claims aggregate \$8,151:

Black & Co., "	\$2,000.00
J. S. Temple, Boston.....	68.39
C. E. Smith Shoe Co., Detroit....	500.00
Wm. Connor Co., Grand Rapids....	57.00
L. Margulus, New York	73.62
Perry Glove & Mitten Co., Perry..	70.88
A. C. Staley Mfg. Co., South Bend	121.74
United Shirt & Collar Co., Troy....	131.55
Parrott, Beales & Co., Chicago....	148.65
Burnham, Stoepel & Co., Detroit..	300.92
Becker, Meayer & Co., Chicago....	521.50
Crowley Bros., Detroit.....	279.00
Duck Brand Co., Chicago.....	112.55
Clapp Clothing Co., Grand Rapids	150.00
Mishawaka Woolen Mfg. Co., "	767.30
Wm. T. Briggs, Johnstown, N. Y.	175.00
Michigan Cap Co., Detroit	180.50
North Chicago Knitting Mills, Chicago.....	71.50
New England Hat Co., Detroit....	300.00
Peerless Mfg. Co., Detroit.....	18.00
Three Rivers Robe Tanning Co., "	85.40
Joseph Rosenberg, Detroit.....	31.13
Scott Muffler Co., Portsmouth, O..	4.50
Goshen Shirt Mfg. Co., Goshen....	24.50
M. M. Stanton & Co., Detroit....	568.34
Teff-Weller Co., N. Y.....	68.15
Kalamazoo Pant Co., Toledo.....	297.50
Duguld Bros., Toledo, O.....	14.95

The inventory of the stock figures up \$5,887. The trustees of the mortgage are A. H. Corwin, of Detroit, and Len W. Feighner, of Nashville.

Around the Christmas Board.

A dozen seats at the Christmas board,
But only eleven surround it.
And a vacant chair is prettily draped
With the stars and stripes around it.

And the plate in front of the vacant seat
Is heaped with the table's treasure,
While the children wonder in childish awe
At the grandsire's generous measure.

But the old man speaks as the dinner ends,
And he tells the thrilling story
Of a boy who marched at his country's call,

And fell in the ranks of glory.
The Benjamin of the household, he,
Who kissed his mother and started
And waved his hand from the distant hill

A last farewell as they parted.
And now as the years go by, and round
Comes the day that their darling left
them,

They deck his chair with the flag he loved,
And his sword which is all that's left
them.

Midland—Olmsted & Somerville have moved their grocery stock into new quarters in the new Baker bank block.

BUSINESS CHANCES.

Wanted—Position by practical, experienced writer of advertisements. Competent to buy space, select media, compile mailing lists, arrange catalogues, pamphlets and circulars. Motto: Maximum results with minimum expense. Address No 101, care Michigan Tradesman. 101