

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 28, 1904

Number 1110

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The Tradesman Company
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 ILLUSTRATIONS OF ALL KINDS
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GRAND RAPIDS, MICHIGAN.

SPECIAL FEATURES.

Page.	
2.	The Walking Delegate.
4.	Around the State.
5.	Grand Rapids Gossip.
6.	New York Market.
8.	Editorial.
9.	Future of the South.
10.	Homeless Americans.
12.	Meat Market.
14.	Dry Goods.
17.	Theory of Evolution.
18.	Clothing.
19.	Public and Trusts.
20.	Woman's World.
24.	Lack of Art.
28.	Looking Backward.
30.	Shoes.
32.	Clerk's Corner.
34.	Fads and Fashions.
36.	Thirty Cent Tea.
36.	Lace Salesman.
40.	Commercial Travelers.
42.	Drugs.
43.	Drug Price Current.
44.	Grocery Price Current.
46.	Special Price Current.

HAPPY NEW YEAR.

Years of greater prosperity than that of 1904 may come to the United States in the future; but the year now drawing to a close will go down in history as one of the most prosperous years of the nation's career up to the present time.

A great paeon of rejoicing should go up from the people of our great, free and happy republic for the manifold blessings which have come to us as a nation, and as a free people. We have known the rigors of adversity, therefore are we qualified to rejoice in the magnificent prosperity which we have enjoyed—and which, under the favor of heaven, we shall continue to enjoy.

Our prosperity is no "barren ideal-ity." It is a tangible, living, potent and incontestable reality. It has come, not to the few, but to the many. It is the common heritage of all. The rich have grown richer, and the poor have grown richer. Men who toil, with hands or brains, have reaped increased rewards for their labor. Men who have presided over great enterprises have seen those enterprises prosper beyond their most sanguine hopes. The electric stimulus of quickened industry, of confidence, and of courage, has been felt in all the walks of life.

The victories which we have achieved have made us strong in hope and in courage to face the problems of the future. The American people are not given to retrogression. We shall go forward, not backward. The achievements of the future will be made to eclipse those of the past. America stands to-day at the forefront in the procession of the nations. We have won this position of pre-eminence honestly, by splendid endeavor and by magnificent achievement. We shall maintain our position at the front by continuing in the path of enlightened progress.

The new year dawns auspiciously. It rests with us to make good its alluring prospect and its splendid promise. We have only to stand fast, to live up to our higher conceptions of right and justice and duty in order to maintain the supremacy to which we have attained and to command the respect and admiration of the world.

Our own peerless Wolverine State has prospered and progressed, within the year just closed, even more marvelously than the nation at large. The record of its prosperity and its progress is shown in statistics which are a demonstration. It is not spasmodic. It is not abnormal. It is solid, substantial, cumulative, inevitable and irresistible.

The Tradesman, which has shared in the general prosperity beyond its hopes and expectations, joins gladly in the dominant note of thankfulness and confidence; thankfulness for the blessings and favors of the past; confidence in the achievements of the future. To friends and foes, in general, and to its loyal patrons and well-wishers in particular, the Tradesman wishes "A Happy New Year."

Lest the Tradesman appear ungrateful, it feels impelled to acknowledge at this time the many voluntary tributes it has received during the past six months from its seven thousand subscribers, nearly all of whom have taken advantage of the five year offer made originally in the first issue in July, giving every subscriber the option of paying five or more years in advance at the \$1 rate in anticipation of the increase in subscription price from \$1 to \$2 per year on January 1, 1905. At present writing six-sevenths of the subscribers of the Tradesman have availed themselves of this opportunity and in most cases they have accompanied their remittances with words of encouragement, endearment, confidence and respect which serve to convince the Tradesman that life is worth living and that a career of twenty-two years in the trade journal field has ample compensations in the friendships it creates and the confidence it begets as the result of right living, right thinking and right acting.

It is being remarked that the stock market is no longer a barometer of business as it used to be. Panics of the stock market no longer disturb the general business of the country. Stock speculators are looked upon as other gamblers are.

The patent medicine men are right up to date. They are now advertising "Mrs. Chadwick's Tonic for the Nerves."

GENERAL TRADE REVIEW.

The closing days of the year are characterized by a greater degree of dulness in the Wall Street markets than is usual even at the holiday season. Sales fell off until the amount changing hands is less than one-fifth as compared with the activity preceding the Lawson scare. The significance of this dulness is simply that operators recognize the fact that there is no use trying to interest buyers until the effects of the scare have had time to die out. Meanwhile prices are held firmly, any adverse changes being quickly met by investors, who are confident of another upward movement in the early new year.

Meanwhile the tide of general prosperity shows no abatement anywhere. The volume of Christmas trading is reported unusually heavy in nearly all important towns and throughout the country districts. One notable feature of this trade is the increase in demand for the better grades of goods. These facts argue plenty of money in the hands of consumers and that the standard of living and taste is being raised by continued prosperity. Another noticeable feature of the holiday season in this city, and probably elsewhere, was the early opening of the buying and the lack of rush during the closing hours, showing that buyers are being educated to greater system in buying and the avoidance of reckless crowding at the close.

Among the great industries iron and steel are taking the lead in increasing volume and in improving prices. Increasing demand and the interference of the drouth in Pennsylvania with the coke supply has advanced some forms of iron two dollars per ton. An encouraging feature of the situation is that orders on hand in the United States Steel corporation for 1905 delivery amount to 5,100,000 tons, a record only slightly exceeded by that of December 31, 1902, 5,347,253 tons. Among textiles wool still takes the lead, the tone of the market being strong and prices tending upward. Cotton is very unsettled at the low prices as compared with the past months, holders seeming determined to keep out of the market in hopes of another advance. Manufacturers are generally busy, except at Fall River, where the outlook for profitable resumption, on account of Southern competition, is gloomy. Advancing prices in footwear and its materials are resulting in a temporary dulness in the boot and shoe trade, but manufacturers are not worrying and are busily making preparations for the normal demand sure to come.

THE WALKING DELEGATE.

The Hard Lot Which Confronts Him When Out of Work.

The position of the walking delegate is one of power and glory while he is in office. His duties consist of discovering instances where non-union labor is employed, in settling difficulties between union men and their employers, in ordering strikes when, in the wisdom of his judgment, the occasion demands it, and in directing the work of the union slugger so that the non-union men who take the places of the strikers land in the hospital or morgue without either the slugger or walking delegate being implicated. The strike is also the harvest time of the walking delegate, because it enables him to increase his income ten fold by placing bogus names on the membership list and keeping the strike benefits himself. It is not unusual for a walking delegate to make several thousand dollars in this way where the strike is prolonged several months. This was done during the teamsters' strike last spring, enabling the man in charge to increase his earnings from \$15 to \$80 per week.

He is power incarnate—until he fails in re-election. Then he is one of the most miserable men on earth if he has been at all active in the pursuit of his duties as walking delegate. He must go back to work at the wages of his trade, and he will have much trouble in getting the chance to go to work at all. Employers have good memories in this regard. The man who has made himself well known as the representative of a labor union is not desired as an employe.

Therefore, the walking delegate is in sore straits when his union fails to retain him as its representative. If he has been particularly industrious in the prosecution of his work he will be practically thrown upon the world minus trade or job, for if through him any labor trouble has culminated in a serious strike he will find his trade holds out small chance for employment to him. There is no known system of blackballing among employers of any trades, but it is known that the walking delegates who have been at all active during their tenure of office, and who, when their terms expired, have found work at their old trades may be counted on the two hands.

There is no place for them, and they either drift away from the scenes of their former power to distant cities, or follow the route of the has-been prize fighter and go into the saloon business.

"When a walking delegate loses his job he loses all his luck, too," is a much verified slogan among labor officials.

During the waiters' strike in Chicago a few years ago a man named Schall was the most active and well known of the walking delegates of the union. He was a terror to employers while he was in power. He quit his position as head waiter in a downtown cafe and devoted all his energies to the work of inducing em-

ployers to accept the conditions desired by the men. Later, when the trouble ended in open rupture, Schall became a terror to the restaurant men in town. He called strikes right and left, he organized restaurants where before the union had lacked the least foothold, and generally he was most energetic and insistent in his efforts to unionize the downtown eating places.

When the bottom fell out of the strike and the union went to pieces Schall was "up against it," in the many senses of the phrase. He sought work and was given harsh words; he sought help from influential waiters and was given the merry laugh. He changed his name finally and secured work in a large hotel. On the second day a man recognized him and it was to the door with the ex-delegate. A similar fate pursued him constantly with each position he managed to get. Some he held a few days, some a couple of weeks. But always in the end there was the inevitable disclosure, and he was discharged. He soon left for other and less knowing climes.

A man who once "walked" hard in the interests of the tinsmiths in and around the stockyards district failed to get the most votes in a union election several years ago. He had been most diligent in his effort to make some employers use union men and to induce others to use the union men in their employ better than had been their custom. He called strikes with great eclat and ruled as a king. When he found his union did not want him to act for it any longer he started in to go to work at his trade. He applied at one of the shops in the yards. His memory was slack and he had forgotten that one of the many instances where he had asserted his authority was in this self-same shop. He was surprised when the superintendent politely informed him that there was no place open for him, although tinnery were at that moment in great demand.

He went to other places, but his reputation had everywhere preceded him. No reason was given for denying him work, except that there was no place for him. Other men in the trade, less competent than he, applied for work at the same places and were employed. It was not many weeks before the situation began to dawn upon the deposed king. He was not wanted. He tried for other kinds of work, but he never held a position for any length of time. He also left the city.

A painter, while serving as delegate for his organization, made himself especially noticeable by the zeal with which he attended to non-union painters who sought to work. He was a big man with a thick neck and a broad jaw. His appearance was enough to intimidate the average citizen. The title of czar would have fitted him most beautifully while he was in the glory of his power. But one day the union decided for a change, and he was forced out.

It was a waste of time for him to apply for work at his trade. The employers were more than glad to have

revenge. He drifted out of the business, took to tending bar in a saloon, and in the end, deserted by everybody, for the union man himself sometimes does not love his walking delegate, committed suicide in a cheap lodging house.

There are several saloonkeepers in the city who were once walking delegates. A large proportion of them were helped into the business by their associates, who knew it was well nigh impossible for them to secure work, and their patronage for the most part is such as they draw from the ranks of the unions. According to one man who is prominent in labor circles the work of the delegate is such as to make him naturally incline to the profession of the saloonist when his days as a delegate are over.

Says he: "It's a kind of lazy job, going around with no regular hours nor places of work, and, although the work is often plentiful enough to keep a man jumping, generally it is slack enough to allow a lot of loafing and hanging around. The natural place for the walking delegate to hang around is the corner saloon, and there are always a few of the fellows out of work to hang around with. This gives him a chance to become intimately acquainted with a prospective clientele.

"Then it is a lazy kind of job, and after the delegate fails of re-election he is often decidedly disinclined to go to work. As it is hard for him to find work even if he wants to do it, and as he often has friends who will help him get into the business, it is not infrequent that the regulator of the union man's labor troubles becomes the regulator and alleviator of his thirst to the satisfaction of all and the profit of the ex-delegate. But generally it must be said that the lot of the delegate out of a job is not one to be envied." W. H. Carroll.

Dry-Rot Fits a Man for the Bankruptcy Court.

"My boy," said a gray-haired man the other evening, "don't ever permit yourself, no matter what business or profession you may be engaged in, to become infected with the 'dry-rot' microbe. It is a bad thing. I know it from personal experience. Only good luck, I think, saved me in the end.

"Some twenty years ago I was connected with a concern in a thriving town in Pennsylvania that dealt in metallic coffins and in coffin trimmings. I became a book-keeper in the concern at a time when its business was almost entirely local; but after awhile the business began to expand, and in a short time we commenced to put men on the road. The founder of the business had started with practically nothing but, as the business grew, two or three other men who had a little spare capital were taken into the firm—myself among the rest. We felt that there was a big field ahead for us.

"And the event proved that this expectation was well founded. I was retained in charge of the office work and, finally, was entrusted with the

financial end of the concern. Our business grew by leaps and bounds. We increased the number of our agents so that in four or five years they covered the trade in every part of the United States and Canada. We became one of the leading concerns of our kind in the country, and the partners every month drew a handsome sum out of the business in the way of profits, so that in a short time they were regarded as prosperous men and became stockholders and directors in the local banks and financial institutions. They bought real estate and built handsome homes for themselves, and it seemed as if their fortunes were assured. I fared as prosperously as did my partners in comparison with the capital that I had invested in the business.

"But an evil day fell upon us. After we had gained what we regarded as a firm foothold in the trade we imagined that our position was absolutely secure, and we grew more conservative in our methods of business. Our name was established; we had ample capital; we had customers all over the North American continent; and we concluded that there was no longer any necessity for putting forth the same push and enterprise that we had formerly done; and accordingly we made a less strenuous effort to secure and retain trade. We had an idea that trade would come to us voluntarily, eagerly, of its own volition. We did not recognize that conditions in our business were changing, and had changed, and that new competitors, with fresh blood in their veins, were constantly springing up.

"That is where we made our fatal mistake. It was not long before we began to discover that our business was falling off. Our rivals began introducing new and more attractive lines of goods—growsome as it seems to be to speak about funereal trappings in this sort of way—and speedily we found that they had coaxed away our trade. We tried to recover this trade by a spurt of enterprise—but it was all too late. This effort cost money, which all went to waste, and together with our declining business it made a great hole in our resources. The partners put in their own private capital in the hope of recovering lost ground, but it proved unavailing. In two years the establishment went into the hands of a receiver and all of us retired bankrupt.

"That experience taught me a lesson," concluded the old man. "I happened to be comparatively young when that disaster overtook me, and I have since had a chance to recover myself. I went into another sort of business a little later and have since prospered. I have done so, however, because I have kept abreast with the times in my business. I am taking nothing for granted any more. Business conditions and fashions, styles, tastes and fancies are constantly changing, and the business man who does not keep this fact in mind and act on it is generally a candidate for the bankruptcy courts. Good night!"

Even hope has been known to die of old age.

THESE GENTLEMEN REPRESENT
THE FINE HAT HOUSE OF CHICAGO

TAYLOR, KIRK & CO.
 JACKSON BOULEVARD CORNER MARKET STREET



Movements of Merchants.

Belding—Wm. Stewart has opened a new meat market.

Adrian—R. W. Boyd & Son have engaged in the meat business.

Holland—Peter den Uyl has sold his meat market to his brother.

Hopkins Station—Baker & Baxter have engaged in the meat business.

Vassar—E. C. Beckerson has purchased the grocery stock of L. C. Merritt & Son.

Dryden—D. W. Porter succeeds Porter & Son in the harness and implement business.

Berrien Springs—Frank B. Ford has moved his general stock into his new store building.

Port Huron—Smith & Jarvis have opened their new grocery store in the Sanborn building.

Marlette—The Graham bakery has been sold to Thos. Benedict, who takes possession Jan. 3.

Escanaba—Nels Nelson is to carry on the grocery business formerly conducted by Nelson & Logan.

Mesick—Willie & Joseph, dealers in feed and grain, have begun operations in the Evitts building.

Yale—Putney & Welch, dealers in groceries and boots and shoes, are succeeded by Mrs. C. Collins.

Ferry—A. L. Muscroft has engaged Taylor & Smith, of Chicago, to conduct one of their New Idea sales.

St. Johns—Jules Sawvegeot is succeeded by Wm. A. Kniffin, who will carry a stock of agricultural implements.

Hastings—Ed. Huffman has opened a cigar store in the room in the City Bank block, formerly occupied by F. R. Pancoast.

Cheboygan—Baier Bros. have sold their grocery stock to M. Lawlor, who is moving it to the old Brogan stand on the east side.

St. Johns—E. C. McKee has purchased the book and stationery stock of F. H. Bush and will continue the business at the same location.

Holland—C. Van Duren has sold his grocery and meat market to Henry Nykerk, of Hamilton, who will continue the business at the same location.

Langston—Wm. Parker & Son recently suffered the loss of their store building and general stock by fire. The loss is partially covered by insurance.

Port Huron—The Empire Produce Co., which is erecting a new building, 100x110 feet in dimensions, will be managed by H. L. Nelson, formerly of Almont.

Alanson—E. R. White has sold his dry goods, grocery and hardware stock to F. D. Merchant, of Petoskey, who will continue the business at the same location.

Albion—Lawyer Green has purchased the Geo. Bullen store building and has leased it to his brother-in-law, who will shortly embark in the hardware business.

Cadillac—H. C. Shoff will become associated with his father, C. J. Shoff, in the ownership and management of the Racket store, the change taking place Jan. 1.

Shepherd—C. C. Field has admitted his sons, Horace B. and Nathan A., to partnership with him in the milling business. The firm will hereafter be known as C. C. Field & Sons.

Brooklyn—J. L. Farnham, formerly engaged in general trade at Thompsonville, but more recently engaged in the clothing business here, has closed out his stock at this place and departs Jan. 5 for California, where he expects to locate permanently.

Pontiac—John R. Welsh & Co. is the name of a new firm which will begin operations about the first of the year in the new Osmun building in the rear of the jail. Mr. Welsh is the former proprietor of the Clintonville mills and announces that the new firm will carry flour, feed and grain, both wholesale and retail.

Saginaw—After Jan. 1 the line of stores now known as the Foster & Post syndicate will be merged into the two large 5 and 10 cent syndicates and will be continued by them with the exception of Bay City and Saginaw. All stores outside of this place and Bay City will be turned over to them as fast as the inventories can be taken.

Saginaw—A new corporation is to be organized about January 1, to be known as the Saginaw Implement & Transfer Co., with a capital stock of \$30,000, C. L. Roeser to be President and William Guider to be connected with it, its business being to act as distributors for manufacturers of farming implements, etc. This company has leased the premises at present occupied by the International Harvester Co.

Howard City—W. O. Stewart has sold his bakery and confectionery stock to L. Loudon, of Reed City, who took charge immediately. Mr. Loudon is a practical baker of fifteen years' experience and his wife will have charge of the store. Mr. Stewart, not being a practical man at the business, concluded that he could make more money in other lines and has returned to his former home in Grand Rapids.

Niles—Fred C. Schmidt, who has successfully conducted a meat market here for the past nineteen years, has sold out to George Ramsey, of Chicago, who is in the employ of the Hammond Packing Co. as a traveling salesman. Mr. Ramsey will take possession on Jan. 1, and will bring his family here from Chicago in the spring. Charles Tautphus and Harry Smith, who have been in the employ of F. C. Schmidt, will enter the employ of Mr. Ramsey.

Sturgis—F. L. Burdick has sold his dry goods stock to Harry E. Beadle, who has been connected with Edson, Moore & Co. (Detroit) for the past thirteen years, latterly on the road as traveling representative. Mr. Burdick retains his shoe and clothing stock. A curious coincidence in his business career is found in the fact that he has sold out in the thirteenth year of his business here. Both at

Cambria Mills and at Mendon, where he was formerly engaged in business, he sold out in the thirteenth year.

Caro—A novel way to build up a bank account for his sons is practiced by the Caro druggist, J. H. Beckton. It is novel inasmuch as it costs him practically nothing, and again that practically two-thirds of the cigar smokers in Caro contribute to it. Like every other tobaccoist he has a penny-in-the-slot card machine. By putting one penny in the slot and another on any designated wheel, one may draw to a flush or straight, etc., as the case may be. This extra penny or "capper" is placed in a little iron savings bank, and when that becomes full it is deposited in the bank, to the credit of his two young sons, each being credited with one-half the contents. Mr. Beckton says that in this way each of the boys has a credit to the amount of nearly \$160 each. This is the record for about a year.

Manufacturing Matters.

Vicksburg—The Lotus Creamery Co. has increased its capital stock from \$1,000 to \$5,500.

Port Huron—The Wilson Saw Manufacturing Co. has filed articles of incorporation with a capitalization of \$100,000.

Gaylord—The Wylie & Buell Lumber Co., of Bay City, is to change the old Frank Buell sawmill here into a stave and heading mill.

Central Lake—The Cameron Lumber Co. has sold its stock of beech logs to the Brown Cooperage Co., insuring a steady run for the latter company next summer.

Hudson—Albert Gould has purchased the Central roller mills from Shaver, Cooley & Co. and will continue the business under the personal supervision of J. W. Shaver.

Birmingham—The Birmingham Gas Co. has been incorporated with a capital stock of \$15,000. Clay C. Cooper, John T. Holmes and Ralph L. Aldrich are the stockholders.

Charlotte—E. H. Hall has sold his interest in the Charlotte Cereal Co. to his partner, H. M. Williams, and gone to Oklahoma prospecting. Mr. Williams will continue the business.

Detroit—The Mid-West Leather Co. has incorporated with a capital stock of \$25,000, all paid in. The incorporators are Albert H. Schmidt, Edward J. Schmidt and Frederick C. Rose.

Muskegon—It is reported that the Linderman Manufacturing Co., of Whitehall, will move to this city. The occasion for the change is that increased transportation facilities are needed as the business of the company is steadily increasing.

Caro—Isaac Wadsworth, who has been operating the Vassar creamery for the past eight months, has failed, with liabilities of \$1,000, due to farmers for milk. The business has been put in the hands of Fred Brackman, who will continue running it.

Detroit—The Comfort Furniture Co. has filed articles of incorporation. The capital stock of the concern is \$100,000, with \$51,000 paid in. The

incorporators are A. E. White, of Chicago; James L. Hooper, of Vermont, Ill., and L. C. White, of Detroit. Each has subscribed for 170 shares.

Detroit—The Standard Shale Brick Co. has filed a notice with the county clerk of an increase of capital stock from \$40,000 to \$60,000. Of this amount \$40,000 is to be common stock and the \$20,000 preferred stock. The notice is signed by J. C. Wilson, Henry Perkins, B. F. Everitt and John R. Haines.

Dowagiac—H. J. Greer, the Cushing cheesemaker, is said to be short something over \$800 in his accounts, and the stockholders would like to see him. A warrant is out for his arrest as soon as found and a reward of \$100 is offered for his apprehension, \$50 by the stockholders and \$50 by the county, and it is hoped he will eventually be brought back to Cass county.

Escanaba—The Escanaba Lumber Co., which was owned by Stack & Corcoran, has been reorganized into a corporation with a capital stock of \$250,000. The new concern, which will continue under the old name, absorbs the A. P. Hopkins Co. and the Viola Lumber Co. and includes all of the property formerly owned by the Escanaba Lumber Co. Through the reorganization the new company becomes one of the largest lumber concerns in this district.

Chattel Mortgage Sale of Merchandise.

Notice is hereby given that the general merchandise stock of Hoffman & Skeels will be sold at public sale at Brunswick, seven miles west of Fremont, Saturday, Dec. 31, at 11 o'clock in the forenoon. The stock inventories about \$2,000 and will be sold in bulk. If purchaser wishes to locate in Brunswick the store in which the stock is located can be secured at a reasonable rental.

E. M. Walden,
Trustee of Mortgage.

A Battle Creek correspondent writes as follows: M. E. Kellogg has returned from a three months' business trip in Maine and Vermont in the interests of the Cream of Cereal Co. He left here about three months ago, but a few weeks later contracted a severe cold, which developed into acute bronchitis, from which he has but partially recovered. He has returned home for rest and recuperation.

Looking at sin leads to loving it.

Commercial Credit Co., Ltd.

Widdicombe 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—The market for refined is dull and without any new features. There is only a moderate amount of new business transacted, only sufficient to cover buyers' requirements over the holidays, and the call for shipments on outstanding contracts reaches small proportions. Refiners will only sell for prompt shipment and jobbers continue to hold off. Prices are unchanged. All the sales offices of the refiners were closed Saturday and Monday. The American announces that shipping directions on outstanding contracts must be turned in before the close of the year. 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

Tea—The demand for fine grades is active, and the market is in a healthy condition throughout. The fact is becoming generally known that the supply is several million pounds short, and that the stock in first hands is low. The prospect is for an active market during the entire season, with prices steady to firm.

Coffee—Prices have been advancing and, on some days have run up twenty points or more. As yet this has had no effect on the spot situation except to make the jobbers advance some of their low grades in anticipation of higher prices on the package goods. It is rather anti-

ipated that higher prices will be made on the package brands soon again.

Canned Goods—The tomato market has been dull to stagnation the past week or two. This is charged to the season, however, and after the first of the year and with stock-taking out of the way, it is expected that there will be a renewal of interest. Corn is about in the same boat. The market is easy and listless. The tendency is not exactly defined, but it would not be surprising if a slightly lower level would be reached in this division before long. But there is no telling. Peas and beans have sold better than either of the preceding vegetables for the holiday trade. Pumpkin is in good demand in the West, where the real article is not to be had. Asparagus has also done well, but it is held high and the sale has been restricted by that fact. Salmon presents no new features. Prices hold firm. Sardines are also firm. Canned meats are selling in a moderate way.

Syrups and Molasses—Sugar syrup is in fair demand, and prices for good grades are high. Molasses is gradually receding in price on all grades, but the decline is less noticeable on the higher grades, which are scarce. Fancy molasses is cheaper, however, than a week ago. There has been no change in glucose during the week, but the market is well held and firm.

Fish—The advance in mackerel, which has been predicted for some time, has taken place. Norway are now quoted in a large way at \$19 for 3's and \$23 for 2's. This is an advance of \$1 per barrel within the week and an advance from the lowest point of \$2.50. Irish mackerel are quoted at \$14, which shows about the same advance. From all appearances the market will advance \$1 further within the next few weeks. In consequence of the firm situation, a little demand has sprung up in the last few days. Cod, hake and haddock are unchanged and in fair demand. Sardines are quiet. Opinions as to the status of the market differ. The Trust declares sardines to be good property at present prices, but the independents seem content to offer goods at concessions. Lake fish, whitefish, herring, etc., are all quiet and unchanged.

Dried Fruits—There is no special demand for peaches, which rule at unchanged quotations. Currants are unchanged, and the demand now is only moderate, though the holiday demand has been good. Seeded raisins are standing on their own feet in the East; the coast market is relatively much higher. Loose are in the same position. Both grades have been in good holiday demand. As to prices in secondary markets, it is a question whether there will be any advance to the coast prices, as there is nearly enough stock to last through the season without depending on the coast at all. Prunes are in moderate demand at unchanged prices. Size 30's are very firm, and some holders are quoting at 7 3/4c. It is possible to buy so-called 30's for less than that, but whether they are straight 30's is a question.

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 slightly higher, commanding 27c for choice and 28c 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 quotations have started on the downward way. Fresh command 24c for case count and 26c for candled. Storage have declined to 19@20c.

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

Grapes—Malagas, \$4.50@5.50 per keg.

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

Lemons—Messinas and California fetch \$3.25 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—All kinds of poultry are in active demand and will probably continue so until well into January. 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.

Detailed Review of the Grain Market.

Instead of the usual holiday dragging market, wheat has shown great strength, making an advance of 3@4c per bushel for the week. There was no particular bullish feature in the situation, but there seemed to be a general inclination to support wheat. Receipts in the Northwest continue liberal, being 911 cars on Tuesday, against 500 for the corresponding day last year, while the movement in other sections of the country has been merely nominal. The actual demand for wheat and flour has been rather light, owing to the fact that a great many of the manufacturers and jobbers take inventory January 1 and desire to run the stocks down to as low a point as possible. We look for a more active demand for both wheat and flour next month.

Corn markets hold firm in the face of heavy receipts. Chicago had 1,915 cars Tuesday, but the demand is sufficient to absorb the receipts from day to day. The quality of the corn coming in now is, as a rule, fine and the demand from both export and domestic trade seems to be increasing daily.

Oats are firm. Receipts are not liberal, but they are sufficient to care for all orders. Prices are from 1/4@1/2c per bushel higher.

Beans have scored a slight advance. The market seems steady and, while the demand is not urgent, buyers are not inclined to short the market. We predict considerable activity in this commodity in the near future.

L. Fred Peabody.

Returned the Money and Turned Over the Grain.

Muskegon, Dec. 24—We noticed in the last issue of the Michigan Tradesman, where you listed the indebtedness of Hoffman & Skeels, of Brunswick, at \$1,900, that we are secured to the extent of \$232.07.

In justice to Hoffman & Skeels, we wish to say that they operated our elevator and had \$241 of our money on hand belonging to the elevator account. This was returned to us promptly, together with our grain on hand, and should not listed in their trust mortgage.

Muskegon Milling Co.,
J. L. Hisey, Manager.

The annual meeting of the Master Butchers' Association of Grand Rapids will be held at the rooms of the Board of Trade next Thursday evening. After election of officers and adjournment, supper will be served at a place to be hereafter decided upon. The annual banquet of the organization will be held some time during March.

Peter J. Dykema, formerly engaged in the drug business at 83 Plainfield avenue, has abandoned the field and is supposed to be located in Detroit. The business will be continued by Mrs. Dykema, who is regarded as a woman of superior business attainments and is given every possible encouragement by the creditors.

E. W. Randall, for the past four years clerk for Hartwell Bros., at Cannonsburg, has engaged in general trade at that place. The Grand Rapids Dry Goods Co. furnished the dry goods and the Judson Grocer Co. supplied the groceries.

The Worden Grocer Co. has secured the services of L. H. Dolan and S. P. Osting, who were city salesmen for Daniel Lynch, and has added them to its city force.

J. P. Visner left Monday for New York, where he will spend the holiday week, in accordance with his usual custom, with his house, Edwin J. Gillies & Co.

Charles L. Hockenburgh has opened a grocery store at Moore Park. The Worden Grocer Co. furnished the stock.

Oosterhof Bros. are succeeded by the Oosterhof Bros. Co., clothier and tailor.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 24—It is the season of calm after the tempest; of cleaning up odds and ends and making arrangements for stocktaking. Jobbers are taking a rest and a much-needed one. When they come to look at the year's results it will be found that in most cases a substantial gain has been made and, while profits are generally mighty small, they have been in the aggregate satisfactory.

Actual business in the great staples at the moment is quiet, and especially is this true of coffee. Sellers are not urging buyers and certainly are making no concessions. Nor are buyers seemingly anxious to take a supply greater than will last to the end of the year. Prices are firm and at the close Rio No. 7 is worth 87/8c—a most substantial advance over a year ago. In store and afloat there are 4,117,679 bags, against 3,089,240 bags at the same time last year. There is a moderate volume of business in mild grades, but prices are well sustained. Good Cucutas, 93/4c, and good average Bogotas, 11 1/2@11 1/4c. Little is doing in East India grades, which remain firm.

The market for refined sugar at this writing is extremely quiet. Arbucks have notified the trade that shipping directions on outstanding contracts must be sent in before the end of the year. Buyers are holding off making purchases and little is looked for in the way of increased trade until after the turn of the year.

Teas are quiet. Sales made are of the smallest possible quantities. Prices are well sustained, and this is the one redeeming feature. The business in private brands of teas is generally satisfactory and plans are being made to wage active campaigns in 1905.

There seems to be a little improvement in the situation for rice and it is to be hoped the improvement has come to stay, because the year has certainly had little encouragement in it. Quotations are unchanged and are well sustained.

There is decidedly more activity in the spice market and it might almost be called really active. Supplies are not overabundant and quotations are very firm indeed. This is especially true of pepper, in which article some good sales are reported.

Molasses is quiet. Buyers seem to be pretty well stocked up and no

change is looked for until the new year, if, indeed, there is any then. Prices are steady and supplies seem to be fairly ample for all requirements. Syrups are steady and about unchanged.

Trade in canned goods is quiet, as is usually the case at this time of year. Jobbers have had a good trade and their stocks are greatly diminished in some lines. Tomatoes have not been in very active demand and close at figures which seem to be hardly as firmly established as a week ago, although no changes have been made. The American Grocer this week prints its annual review of the corn and tomato pack, which shows a larger pack of the former than has ever been put up, amounting to about 11,500,000 cases, against less than 5,000,000 cases last year. The pack of tomatoes amounts to 8,671,000 cases, against 10,282,309 cases last season. The demand for salmon is very quiet, but quotations seem well sustained.

Butter is firm and is showing some advance. Most of the call has been for top grades, but there is improvement all along the line. Extra creamery, 27@27 1/2c; seconds to firsts, 23@26 1/2c; imitation creamery, 17@21c; factory, 15 1/2@17c, latter for held stock; renovated, 17@20c.

The cheese market closes in good condition. The demand is not especially active, but there is a good

steady call and prices are firm. Full cream, small sizes, 12c and large 1/4c more.

The warmer weather has ushered in a more ample supply of eggs and the market is comparatively weak. Not over 35c can be named for nearby stock and 27c for finest Western, graded and candled, with average best at 26c.

It's the Way You Put It.

Grigsby was a splendid agent in his own trade, but lately he has taken up a new line—a patent hair dye.

He called at several suburban dwellings, but as soon as he proclaimed his business—hair dye—the door was slammed in his face.

At length he felt he must alter his tactics. When the next door was opened by a fearful looking female with a forbidding scowl and a few scanty gray locks, he commenced apologetically:

"I beg your pardon—I was about to introduce a new and wonderful hair dye, but I see it would be something for which you would have no use."

The lady blushed and stammered, not to say simpered:

"No, I suppose not; but if it is good perhaps it might be used for something else—a brown dye, I think you said. I should like some good brown boot polish."

"The very thing; it is magnificent for both purposes. Two shillings—

thank you." And Grigsby had no difficulty in getting rid of his hair polish. He never says dye.

Warning Against Imported Liquid Egg.

Secretary of Agriculture Wilson has issued a notice to importers announcing that invoices of liquid egg (yolk of egg or white of egg, or the two together) offered for import into the United States have been uniformly found to be preserved with boric acid or borax, "a substance which the department investigations have shown to be injurious to health." The notice accordingly warns importers that the Secretary of the Treasury will be requested to refuse admission of food products of this character.

Clock Run by Radium.

A \$1,000 clock which is to run 2,000 years is the invention of Richard Strutt, son of Lord Rayleigh. The motive power is a small piece of gold leaf, which is electrified by means of a minute quantity of radium salt. It bends away from the metal substance and keeps moving under this influence until it touches the side of the containing vessel. At the moment of contact it loses its electrical charge and then springs back and is again electrified, and the process repeated. Sir William Ramsay considers that this may be made into a most reliable timepiece.



As it was, is, and ever will be.

Established 1883

WYKES-SCHROEDER CO. FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed	Corn Meal	Cracked Corn	STREET CAR FEED	Mill Feeds	Oil Meal	Sugar Beet Feed
MOLASSES FEED		GLUTEN MEAL		COTTON SEED MEAL		KILN DRIED MALT
LOCAL SHIPMENTS			STRAIGHT CARS	MIXED CARS		

Campaign for Good Eggs.

Cramer & Co., the egg dealers at Hopkins Station, are working out a campaign designed to educate the farmers in the matter of egg production and it is producing results, too. They offer premiums for nice stock, and give the following instructions on the care of eggs and raising of poultry:

Nests to be under cover where sun, dews or rain can not reach them, as any of these will soon spoil an egg in warm weather. Eggs to be kept in a cool, dark room when gathered until marketed, such as a cellar or cellarway, and not over ten days old in summer nor two weeks old in fall or winter. Farmers, it is to your interest to have nice, large, fresh eggs when you go to market as the price paid for eggs in every town depends upon the average quality received in that place.

How to Make Hens Profitable.

1. Have good, well-bred stock of any variety you may like best; then breed only from old hens and roosters, as yearlings produce weak and delicate chicks.

2. Never breed from fowls that are related to your rooster, as this is inbreeding and will ruin the best flock in three seasons. Any kind of a cross is better than inbreeding, but a cross should always be made with the same varieties or breed you have to keep the flock pure.

3. If you can not get the same variety then get some other breed laying the same colored eggs. Asiatic and American breeds lay brown eggs and do not cross well with Mediterranean or Spanish and French breeds, which lay white eggs.

4. Raise your chicks with an incubator of some well known make. It is less trouble to raise 500 chicks with an incubator than 100 with hens.

5. When chicks are hatched feed them a balanced ration of dry grains and seeds of eleven varieties until they are eight weeks old, when they are past the danger point. Your chicks will grow faster, be healthier and stronger than when fed soft feeds. We have the best for sale at all times.

6. Hatch chicks early, so that they will lay in October or November and then lay all winter, when prices of eggs are from twenty cents to thirty cents per dozen. They will lay in winter as well as in summer if the proper food is given them, which is a feed of small grains in the morning, about one quart to each fifteen hens, fed in deep litter of straw or chaff so they will have to work and scratch for it. This gives them exer-

cise and keeps them warm and healthy. At noon time feed a warm mash of balanced rations gotten up by our agricultural and Government experiment stations or colleges. It is cheap and a sure egg producer. At night feed what corn they will eat, at all times giving them plenty of clover leaves or fine cut second growth clover hay; also plenty of oyster shells and clean grit and water warmed in cold weather. Keep them free from lice and the coops clean. They will pay you back many times the cost in a large yield of eggs. Bring us the eggs in good condition and we will guarantee you the highest cash prices and a good poultry journal every month free.

Death of a Pioneer Holland Resident.

Roesink Bros., the West Side grocers, have the sympathy of the trade in the death of their father, Aarend John Roesink, who died at his residence, 285 Indiana street, Saturday night. He was one of the oldest settlers of Grand Rapids and first saw the village in 1855. He was one of the early stage drivers between here and Kalamazoo on the old plank road, operated by Martin Bros., aft-



Aarend John Roesink

er which he engaged in the cartage business for himself, in which he remained until about fifteen years ago, when he retired from active life. He was known as one of the foremost church workers of the city and was well liked by all who knew him. He did much in the way of real estate improvement in different parts of the

city. He was born in the Netherlands Sept. 3, 1828. He is survived by four children, William, John and Gerrit Roesink, and Mrs. Gerrit Koetsier, all of this city.

The funeral services were held at the Ninth Reformed church Tuesday afternoon, the interment being in Oakhill.

A Changed Woman.

"Well, well," said the returned traveler, "and so you are married now. It seems only yesterday since you left school. How time does fly!"

"Yes," replied Mrs. Youngsly,

"only a short time ago I never clipped anything from the papers but poems, and now I clip nothing but recipes."

Evidently a Free Thinker.

Paying Teller—How'll you have these bills?

Farmer Geehaw—Hah?

Paying Teller—What denomination?

Farmer Geehaw—I'm a Methodist, if ye must know; but what's that got to do with gettin' this here check cashed, hey?

Soft soap washes no hearts.

The Discount on Boston Rubber Shoe Co. Rubbers for 1905



Are 25 and 3 per cent. on Bostons and 25, 10 and 3 per cent. on Bay States.

In addition a discount of 5 per cent. will be allowed on all detailed orders received before April 1, if promptly paid for on December 1, 1905.

We especially call your attention to a change in the list prices of the following items:

	List 1905	List 1904
Men's Duck Short Boots.....	\$4 70	\$4 90
Men's Duck Vamp Short Boots.....	4 25	4 50
Men's Gum Short Boots.....	4 10	4 30
Men's Duck Perfection 1 Buckle, Heel..	2 21	2 45
Boys' Duck Perfection 1 Buckle, Heel..	1 95	2 00
Men's Gum Perfection 1 Buckle, Heel..	2 05	2 25
Men's Huron, Heel.....	1 90	1 92
Men's Huron, No Heel.....	1 70	1 72
Men's Itasca, Heel.....	2 10	2 15
Men's Itasca, No Heel.....	1 90	1 95

Also Youths' Boot Sizes will include sizes from Eleven to Two, instead of Eleven to Thirteen and half, Boys' running from Three to Six as heretofore.

So as to take advantage of this extra discount be prepared to give your order as soon as our salesman calls.

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

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Appreciated and Praised by Dealers and Consumers



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No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.

Without specific instructions to the contrary all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents apiece.
Extra copies of current issues, 5 cents; of issues a month or more old, 10c; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - DECEMBER 28, 1904

SCARED AGAIN.

It is pleasing to note that our little sister-continent across the sea is again indulging in a fright-spasm. As usual the cause comes from an unexpected quarter of the sky, and this time there is a well-grounded reason for righteous indignation. Up to this time the realm of art has been a synonym of the unattainable so far as the Western continent is concerned. The spirit that longs for and grovels after the Almighty Dollar is not the spirit that has been supposed to have anything in common with art ideals. The two are and of right ought to be antagonistic—intensely so—the ethereal ever contending with and against the gross physical that shuts it in. Hence it is that the culture of the centuries has found its home in the capitals of Europe and hence it is that America, hungering and longing after the beautiful, has gone there for the uplifting of what can come only from the real presence which genius has left upon canvas and marble at the Old World's shrines.

It seems, however, that America is getting to be inordinately ambitious as she gets to be well-to-do. Acknowledging herself to be the conventional "clod" she feels the "stir of might, the something within her that rises and towers, and groping blindly above her for light climbs into soul in grass and flowers" and especially in the lovely ideals which the art galleries of Europe treasure as wholly and peculiarly and permanently theirs. She needs them and she longs for them. With her granaries full, wardrobe all that can be desired and her stately house well furnished she wants to give up dishwashing and housecleaning and live in a more cultured atmosphere. Crowding into her single life the experience of the European centuries she visits the Old Country with an end in view. She feasts her eyes and her hungry soul with the immortality which inspires her and which looks down upon her from the sanctified walls of museum and art gallery and, unable to tear herself from the divine, with her well-filled purse she buys and takes it with her to the Western world. It

is civilization right over again and history, true to her tradition, repeats it and Europe, instead of commending the attainment of the good and the beautiful, with an angry frown upon her face prohibits with but a single dissenting voice "the taking of works of art from Europe to America."

The facts are these: The election of J. P. Morgan to be President of the Board of Trustees of the Metropolitan Museum of Art at New York has caused Siegfried Lilienthal, one of the best known art critics in Berlin, to see in this increased danger of the United States stripping Europe of its art treasures and he has begun an agitation for international action to prevent art objects going to the United States. Herr Lilienthal has obtained the written views of the director of the art galleries of Florence; of the Academy of San Luca at Rome; of the Royal Gallery of Painting at Berlin; the art publicist of Paris; director of the Carnavalet Museum at Paris; director of the National Gallery at Rome and the director of the Spanish Academy of Fine Arts at Rome; and with this tremendous backing he hopes to stay the greatest invasion of the American barbarism which has so far threatened much-invaded Europe.

The fact of the case is, Europe is scared again and, as usual, she has every reason to be. If there has been one thing that continent has been surer of than anything else it is this: that America has always been and always will be of the earth, earthy. In the memory of man we are of low estate. Only two hundred years ago there wasn't any United States. We were then and are now a gathering of hay-seeds. "The Man with the Hoe" is a typical painting and the type is American. It is muscular and animal and so are we. The clumsy implement of industry is only a fitting part of the hand that grasps it and the brain that controls it. In spite of the Mayflower and the remarkable paper drawn up and signed in its cabin; in spite of a tea-party that brightens a page of American history; in spite of the death-grapple on the walls of Fort Sumpter and of that later accident in the Bay of Manila, this country is of the earth, earthy. We may, indeed, prosper, nay, we have prospered, but only in animal lines. We hammer the soil as we hammer our enemies, with the same result—that which always comes from the vigorous exercise of brute force—sensual gain. With that has come the desire, laudable enough, of what must and will be the unattainable. We can raise wheat but we can not paint pictures. We can quarry the marble but the hidden statue at our bidding will never step from the stone. We are simply hewers of wood and drawers of water, and as we are contented to remain that and leave to cultured Europe what she and she only can do well so we shall best fulfill our mission and help cultured Europe to fulfill hers.

In spite of all this unbounded conceit Europe knows better. This last scare is only a repetition of others

in the same line. Here as heretofore the American has shown himself an admirer, a disciple, a rival, a master. In things temporal Europe has reluctantly conceded this. Our foundries make the best steel and our work shops turn out the best machines. We make the best shoe and our tubs hold the best dyes. We make the best watches, and the man behind the machine, be it hoe or be it gun, knows and acknowledges no superior on the face of the earth.

With that for an acknowledged fact are we to suppose that the time has come for "Thus far shalt thou go and no farther" in other lines of human effort? For years Oxford and Cambridge and the German universities have almost ceased to attract the American student. It is some years since Europe has been curious enough to ask, "Who reads an American book?" It is the American scientist who is to-day winning the attention of the world. For a long time the American audience has been the Mecca of music and the drama does not depend upon the European actor for its best delineation of human passion. Are we then to suppose that the American is unequal to the requirements of the artist as portrayed by the pencil and the brush? It is the old Bible story retold. The handwriting has again appeared upon the wall, and scared Europe, gathering together her leaders of artistic expression, protests against the taking to America of works of art from her galleries and museums.

In spite of such protests it is safe to say that the pictures will continue to come. Here, as elsewhere, history will repeat herself. The art treasures of Athens are found now in the art galleries of Rome, to be transferred as chance and circumstance shall dictate to the treasure houses of the Western World. Here they will find their permanent home and scared Europe will find to her dismay that in purely art lines the United States of America will show that she is able, as she has been in other fields, to become the center of all that is best in whatever pertains to art and the best expression of it.

Senator Fairbanks, of Indiana, who is, next March, to become Vice-President, has decided to have nothing to do with Federal patronage in his State, leaving it to be distributed entirely according to the wishes of the congressional delegation. Mr. Fairbanks is to be a candidate for President in 1908 and does not wish to have it appear that his candidacy is promoted by machine methods. If he gets the nomination he will have to impress his personality much more strongly than he has yet done. An organization might help or hinder his ambition. His success or failure will rest largely with himself.

A young woman of San Francisco, Miss Mabel Adams, has succeeded in training a number of butterflies. Sugar and water are the inducements and the little winged pets go through several cute performances. Probably they are almost as amusing as the social butterflies.

THE EXCLUSION BOOMERANG.

When the Chinese exclusion act became effective it was in response to what was regarded as a very urgent popular demand on the Pacific slope. San Francisco and indeed all California was overrun with Chinese laborers and they were spreading out into Oregon, Washington and Nevada. Other western, as well as middle and eastern states, were getting a good many of them and the Chinese laundry sign was familiar in every city and village. The workingmen were especially hostile to them because the Chinamen were willing not only to work for comparatively small pay, but were willing to work hard. The same procedure was not urged against the representatives of other nationalities and they have kept on pouring into this country by the hundreds of thousands, while the number of Chinamen has been materially decreased. Now and then there has been a suggestion that the Japanese be excluded, but that has never gained much currency or foothold. The matter is coming up again for general discussion.

A phase of this whole question not previously considered or taken into account was that suggested the other evening, by Prof. J. W. Jenkins at the dinner given by the American Asiatic Association in New York to Prince Fushimi. He pointed out that the United States has a great opportunity to extend its usefulness and its contributions to the welfare of the world by making it attractive for the people of other countries, especially China and Japan, to come here to be educated. The cost is greater in the United States than in Germany, but both the Chinese and Japanese realize and appreciate the great advantage of American enterprise and progress and prefer this country to all others. Prof. Jenkins regards the severe enforcement of our immigration laws as a handicap and a misfortune. He said that he knows of many Chinese young men who would have come here to be educated if it were possible, but who, under the circumstances, are obliged to go elsewhere rather than endure the possible humiliation by our immigration officials. He urged that it would be well both for this country and for China if young Chinamen getting their education here could imbibe American ideas. It would do a great deal to let in the light and help to revolutionize the Chinese empire. There is suggestive force in this statement and this argument. We send missionaries to China at large annual expense, but it is the history of the world that native workers are far more effective than those that are imported.

That solid silver statue on a base of gold, which attracted much attention at the Chicago World's Fair in 1893, supposedly containing about \$60,000 worth of silver and the base about \$200,000 worth of gold, and which has since been on exhibition in various parts of the country, has been broken up as the result of a law suit, and found to be mostly a hollow sham.

FUTURE OF THE SOUTH.

It Is Entering Upon a New Era of Prosperity.

The South is likely for all time to be the cotton center of the world, and, second, the continued increase in the use of cotton goods among all nations will give to every acre of land in the South a value that it has not heretofore possessed. With these facts in mind, a natural enquiry is, What can the negro do to help forward the interests of the South, and what can the white man do to help the negro and himself?

A few days ago I spent a day in one of the rural counties of Georgia and heard a great deal of discussion about the scarcity of efficient farm labor. After spending the day in the country, I returned to Atlanta for the night. Between 10 and 11 o'clock I made a tour through Decatur street and several streets in that vicinity. I think I do not exaggerate when I say that I found in and near Decatur street enough people who were not regularly employed to operate successfully fifty of the largest plantations in the State of Georgia. This single example represents a condition more or less prevalent in practically all of our larger cities and in all of our Southern States.

As an economic problem, therefore, we have on the one hand a surplus of idle labor in the cities and on the other much vacant land, unpicked cotton and a scarcity of farm labor. In the cities of the South, wherever I have gone, I have found a floating class of colored people. I made individual enquiry as to why they preferred an uncertain existence in a city to a life of comparative prosperity upon a farm, either as owners, as renters, or laborers. While I shall not attempt to use their exact words, I sum up the reasons they gave me in a few sentences. A large class of colored people give the following as chief reasons for leaving the farms: Poor dwelling houses, loss of earnings each year because of unscrupulous employers, high priced provisions, poor school houses, short school terms, poor school teachers, bad treatment generally, lynchings and whitecapping, fear of the practice of peonage, a general lack of police protection, and want of encouragement.

I believe that it will pay every owner of a plantation throughout the South to see to it that the houses of the tenants are not only made comfortable, but attractive in a degree. The landowner who thinks that he can secure the best class of colored people when he provides only a broken down, one-room cabin for them to live in will find himself mistaken. The chances are the planter who provides comfortable houses for his tenants will keep them longer, and will have a more reliable service. The matter of being cheated out of his earnings at the end of the year is, of course, a complaint that is hard to discuss, and I know is likely to involve much exaggeration, and the

more ignorant then aggrieved person is, the more given is he to such complaint and exaggeration, but I must not conceal the fact that such feeling is deep and widespread, and I ought to make the same statement regarding the high prices charged during the year for provisions, etc., supplied.

Many of the colored people who have migrated into the cities give as their reason for leaving the country the poor school facilities in rural communities. In practically every large city of the South the colored man is enabled by public, missionary and private schools to keep his child in school eight or nine months in the year. Not only is this true, but the school houses are comfortable and the teachers are efficient. In many of the rural communities, however, the location of the school house is far from the home of the child, the building is uncomfortable, the term lasts but four or five months and the teacher's salary is so small that it generally invites a most inefficient class of teachers. I know one community that has had great trouble this year in getting cotton pickers and other laborers, and enquiry reveals the fact that the negro children in that community were in school last year only four months, and the teacher received from the public fund but \$11 per month for his services. Under such conditions who can blame a large number of colored people for leaving the plantation of the country districts?

Again, many negroes are not on the farms, as they say, because they have not been treated fairly. To illustrate: I recall that some years ago a certain white farmer asked me to secure for him a young colored man to work about the house and to work in the field. The young man was secured, a bargain was entered into that he was to be paid a certain sum monthly and his board and lodging furnished as well. At the end of the colored boy's first day on the farm he returned. I asked the reason, and he said that after working all the afternoon he was handed a buttered biscuit for his supper and no place was provided for him to sleep. At night he was told he could find a place to sleep in the fodder loft. This white farmer, whom I knew well, is not a cruel man, and seeks generally to do the right thing, but in this case he simply overlooked the fact that it would have paid him in dollars and cents to give some thought and attention to the comfort of his helper. This case is more or less typical. Had this boy been well cared for he would have so advertised the place that others would have sought work there.

In a few counties of several of our Southern States there has been such a reign of lawlessness led by white-cappers and lynchers that many of the best colored people have been driven from their homes and have sought in large cities safety and police protection. In too many cases the colored people who have been molested have been those who, by

their thrift and diligence, have secured homes and other property. These colored people have been oppressed in most instances not by the property holding, intelligent white people, but by the worst and most shiftless element of whites. Have the higher class of whites escaped responsibility for letting their affairs be controlled by the worst element?

The practice of peonage in a few counties of the South has also caused a fear among an element of the colored people that prevents their going into, or remaining in the country districts that they may be forced to labor involuntarily and without proper remuneration. I have said that such lawless conditions exist in only a "few" counties in the South, and I use the word advisedly. In the majority of the counties in the South life and property are just as safe as anywhere in the United States, but the harm comes because of the widespread notoriety that a few lawless communities and counties have given the South, and this serves to spread the idea pretty generally among the colored people that if they want police protection when they are charged with crime or under suspicion they most hastily seek the confines of a city. Fear has stripped some counties of its most valuable colored labor and left the dregs of that population.

In regard to the duties and obligations of my own people, I would say that unless they realize fully the opportunities that are before them in the South and seize every chance to improve their methods of labor, the time will come when Italians and other foreigners will attempt to displace them in the labor work of the South just as the Chinese are displacing the negro in South Africa.

I hope I may be pardoned for speaking so plainly and in so much detail and at such length, but I believe that the South is on the eve of a season of prosperity such as it has never before experienced, and that by mutual understanding and sympathetic co-operation each of the two races of the South can help forward the interests of the other, and thus cement a friendship between them that shall be an object lesson for all the world.

Booker T. Washington.

Money Made in Speculation Comes Too Easily.

Why didn't you make a million dollars? Why aren't you now a millionaire?

It is not hard to find any number of men to whom these questions may be asked with entire propriety. The fact is that the greater part of the men in the world to-day do not make a million dollars in their lifetime. Most men do not make half a million, or a tenth of a million, or a twentieth. To the great majority a million is only a vague arrangement of figures, a financial fantasy, which, to a select few, is a real, concrete thing, but to the masses only a matter of hearsay. Yet this is the age of success, and success is measured, despite the argument of the philoso-

pher and divine, by the almighty dollar. The streets are full of men trying to get that million, and the poor-houses full of those who failed.

And yet there are plenty of failures outside the poorhouse. They are to be seen all over, old decrepit men, holding on to positions that carry with them a salary just large enough to keep body and soul together and the body decently clothed. They are to be found in places where they are taken care of through the kindness of friends whose influence secures them employment, so that the onus of being a public or private charge need not be forced upon them.

For instance, Albert Bennett, sixty years old, now walks around the visitors' gallery of the Chicago Board of Trade finding seats for the women who visit the gallery, stopping men from smoking, and picking paper slips off the floor. A cane supports him wherever he goes, and his lips and hands tremble as he talks to you. Thirty years ago Bennett was a trader in the pit, a man of unbroken nerve and daring, a successful trader. It does not take long to write the story of a man's defeat on the Board.

A sudden flurry in the price of wheat, a man caught short, and Mr. Bennett left the pit penniless and broken, to subsist the rest of his life on the salary of a guard in the building where he was once a power. Here was a man who had shrewdness, education, training and business capacity. He succeeded to a certain extent. Then he tried to make his success bigger, tried to turn his hundred thousand into a million, and now he stands in the gallery and tells visitors where to find seats.

"To make a million should not be the aim of every young man," said Mr. Bennett to a reporter the other day. "There are many things that are better than great wealth. But it is hard to make anybody believe that. I didn't believe it at one time myself. But if a young man is going to set out in this life to make a million or any great part of it he should begin with the resolve to leave all speculation alone. He should resolve that the wealth he is going to acquire will be wealth that is all made not only honestly but upon some substantial basis.

One might say that all money made in speculation is fictitious. It is only the money that comes to one through hard work and genuine dealings that amounts to anything in this world. Money made in speculation comes too easily and goes too easily to amount to anything. Gamblers always die poor. So the young man who wishes to win success should never begin to gamble. He should work hard for what he gets, and he should be satisfied a long ways this side of the million mark."

We all need to be sometimes reminded how much more important it is to do business with honor than to do it with profit.

Fight for what trade is right and you will be right after the fight.

HOMELESS AMERICANS.

They Are Herding Together in Vast Beehives.

From the earliest times society, in any of its forms of organization, has been founded on the family, and by consequence, upon the home. The family is made up of the parents and children and other dependents, living together in a common habitation.

This little group is the beginning of the tribe, the nation, and its habitation is one of the units which compose the State and the whole of organized society. Each family surrounds itself with a certain reserve and exclusiveness, which are maintained against every other family, and under unwritten laws which come down even from the eras of savagery, every man's home is his castle, the sanctity of which he is entitled to defend against all intrusion.

In the ancient homes the head of the family was a patriarchal ruler, with almost sovereign powers over the family. Naturally in the home grew up the family affections, while special accomplishments and characteristics were cultivated. Here in the family circle were learned the first lessons of patriotism, while in the tribe or nation each family had a standing according to its quality, and to the ability and public services of its members.

Therefore has it been that in every age of the world and among every race of men that has accomplished anything and called for attention in the affairs of the world the family has been a most important factor, and upon the excellence and purity of the family life depend the character and importance of each nation.

There has never been any decline of the predominance of the family life in the whole history of the past, evidenced by the fact that every effort to establish socialistic and communistic organizations and states has wholly and unequivocally failed in the past, nevertheless there have recently grown up in the United States conditions which have never before existed, but are now apparently operating with such force to destroy the family organization of society that they are set forth at some length in the *Cosmopolitan Magazine* for December under the title of "The Passing of the American Home."

The apartment house and the apartment hotel are the development of an evolution which has grown out of American life since so many of the people have grown rich. It was caused partly by the trouble of keeping up extensively home establishments, with the worry about domestic service, and partly by the engrossing demands of social amusement and gayety. Under this system the family lives by contract. The people live in vast hotels, where all the domestic service is done on a vast scale, the cooking being carried on in immense kitchens where hundreds of men and women are employed, and the washing in steam laundries where the underclothing of thousands of people is boiled together in titanic steam vats in a solution of caustic soda, and af-

terwards dried and ironed by machinery.

Thus what may be called family peculiarities are absolutely eliminated, the people feeding together in enormous caravansaries upon food cooked of the same material and with the same style of service and seasoning for thousands of those who are thus herded together. In this way, in the course of time, the people living thus in common will be expected to grow not only physically but morally alike.

So much for the men and women herding together in vast palatial beehives; but for the children, what? The writer mentioned says on this score:

"The children? The apartment house and the hotel evade that question—avoid it—dodge it. They make no provision for children—they don't want any. The children are but few in these sky-palaces and they look out of place. We have not faced the problem of providing for them at all. We shirk it.

"And then what happens? What does the family do?

"The man goes right on with his business as he always did. His bills are heavy, but there is less worry. He works and pays the freight. The woman, relieved of almost all the work she used to do, and too ignorant, too timid, too self-indulgent to do other work, simply plays most of the time or labors at amusement, salving her conscience with charity. (A nice world we should have if men stopped work and took to charity!) The children, when there are any, are seen dully toddling beside unresponsive servants; strapped helpless in wagons; aimlessly playing in the only decent place they have, the public parks; or, in their only semblance of free life, taking the license and education of the streets.

"The streets may be cleaner or dirtier, quieter or noisier, and the children more or less numerous, according to the wealth of the region, but, rich or poor, they have only the street—the houses are not built for them."

Under such conditions, and as a part of the evolution which is destroying the American home, the children, like their seniors, will have to be taken care of by contract. Children are terribly in the way of those parents whose lives are given up wholly to business and pleasure. They are such nuisances to the proprietors of the great human hives that they are not allowed there. The contract nursery, where thousands of them are to be nursed and tended, and where those whose parents wish to keep track of them will be duly tagged and registered, and where the others will only be known by numbers sewed on their garments and inscribed in the registers, will be brought up just the same as any other foundlings.

Here will finally be a realization of old Plato's scheme when he proposed, in view of the social immorality of his time, that the little ones should be brought up in public institutions as the children of the State in order that they might not

grow to maturity destitute of the patriotism and other civic virtues which they should have imbibed or acquired if they had been nurtured and trained in the family circle.

The only way communism can ever be established is through the destruction of the family life. In the privacy of the family home the domestic virtues and the pure and holy family affections can alone be cultivated. Where vast numbers of persons herd together in the ordinary matters of daily life, all personal exclusiveness is lost and communistic relations take its place.

That such social changes should take hold upon the wealthy and supposed highest classes is astonishing. They have long prevailed among the inhabitants of the lowest and most degraded slums, but that the infection should leap to the summit of the social structure seems surprising to all who do not understand that the safety of society is anchored in the preservation of the integrity of the home, and the sanctity of the family relations.

Fortunately for the American people, this insidious and pernicious attack on the home can have no effect on the rural population, which can not by any means establish communistic social conditions, and it is equally impracticable for what may be called the respectable middle classes, the vast mass of the population of moderate means, whether of professional, mercantile or mechanical callings, the bone and sinew of the country. They must stick to the methods of family life because they are not able to live in the vast gilded caravansaries, and would not give up their children on any account. With these the American home is safe.

The only difficulty which lies in their way is the trouble in securing domestic servants. Young women will flock to the department store, to the steam laundry, to the apartment hotel, or to any other place where, if servile work is required, great numbers of them keep each other in countenance and combine to create a class sentiment when not one of them would take service as nurse or housemaid in a private family. In this way a demoralizing influence is exercised which some means should be found to remedy. White girls in private families, where they are properly treated, have many social advantages and enjoy a protection that is of extreme value to them. If they can be made to understand that they are not mere drudges, but responsible and respectable participators in the family life in which they are associated, they would be more willing to accept such service.

The enormous and abnormal growth of cities in every country, caused by the wholesale abandonment by the people of the country districts, is the most distinguishing feature in the movement of population in this age, and it is one of the manifestations of the remarkable social forces that are at work among the inhabitants of our planet.

Luck of a Man Who Couldn't Play Poker.

Poker players of long experience generally declare that skillful manipulation of the pasteboards is the only sure system of winning, but my own experience does not lead me to think that way," said an old card player to some lovers of the national game lounging in the easy leather chairs and grouped in a corner of a club-room.

"I once took part in a game of poker in which four queens were discarded through ignorance of the game, and the one card to draw to in the soft player's hand was an ace.

"What do you think he held after the four card draw? Well, I will tell you about it. It is the strict truth, although it sounds like a pipe dream.

"A party of five of us were playing our usual morning game of poker, and, of course, it was in the smoking cabin of an ocean liner. It was at the soft mark, rich Californian's deal that this wonderful play came off.

"He had proved himself dead easy to the rest of us, and we naturally doubted the existence of any such thing as luck when up against such a sure thing as science. Of course, his deal was perfectly honest, for he couldn't scatter corn scientifically among a flock of chickens so that the rooster wouldn't get more than his share.

"When he had finished his clumsily dealt five cards to each, he turned his cards so that I couldn't help getting a glimpse of them. I saw four queens staring benignly at him, one after another. First came the two black ones and then came the two red ones.

"Now, that isn't all the story. I was so stupefied at the strength of this honestly dealt hand that I instantly laid down my three kings and two jacks. That was a pretty juicy hand to hold in most cases, but just at this time it didn't look ace high. I didn't bet a cent on it, for a big full house doesn't amount to much when it runs up against four queens.

"When it came his say he dealt himself four cards instead of one, and threw the four queens into the discard. I adroitly managed to possess myself of the king full I had so wisely discarded.

"He picked up his four cards, and glancing at them unconcernedly, shoved in a wad of bills that he had placed in front of him. This looked like a dozen or two nuts to me. I went him for all that I had, amounting to several hundreds of dollars. It was a no-limit game, and everything went that could be produced in sight.

"Did I win? No, I did not. He had drawn four cards to an ace. There were three more aces among them."

Just then one of the listeners rose from his chair:

"I am somewhat of a liar myself," he said, as he left the group of card players behind him.—*New York Sun.*

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How Far Food Can Be Kept in Cold Storage.

How far can foods be kept in cold storage in a way to improve their quality? I am compelled to say that there are some articles of food which are improved by being kept in cold storage. I do not believe that this fact will be denied by any one who has had practical knowledge on this question. Take, for instance, the ordinary meat. It is the common consent of the consumer that meats are improved to a certain extent by being kept in cold storage.

Take a piece of beef, and it is not so good when it is immediately slaughtered as when it has been kept for some length of time. We have already shown that fruits keep up their ripening processes after they are picked and even after they are subjected to cold temperatures. Fruit is a living organism as long as it exists. The apple in cold storage is alive, and its vital processes are going on. Therefore, it may continue to improve, to ripen, to increase in its good qualities up to a certain point. We showed you a year or two ago just how long an apple would continue to increase its amount of sugar at the expense of the starch, and when the starch is all consumed and converted into sugar we showed to you the rate at which the sugar would disappear and to what extent the apple would deteriorate. And so we must assume, without question, that not only does cold storage in some cases keep food, but that it actually improves its quality.

There are other cases where we know that it simply keeps the food as nearly as possible in the state in which it was. Fish is an instance of that kind. You can not improve the quality of fresh fish, and the best you can do is to keep its good qualities as they were when it was fresh. And so, in studying this problem, the effect of cold storage on food, we must keep these two points in view, first, to what extent will cold storage improve the quality of food, because the quality of food and the wholesomeness of food are really synonymous terms. Food of excellent is wholesome; if it is of poor quality it is not wholesome, because as soon as its quality is impaired the food is less wholesome than it was before.

It seems to me that a legitimate line of investigation in this respect would be to follow, step by step, in some way which is not yet absolutely defined and probably will not be except by experimental work, those food products which improve in cold storage and see the limit of time which it ordinarily takes to secure the maximum of this improvement. That would help the cold storage man, because he could say to his customer: "This product is at its best, and it is the proper point at

which it should be disposed of on the market."

We would then follow that up and see at what rate that maximum quality deteriorates in cold storage, or, in other words, how long can you keep a product before it begins to deteriorate in such a way that it becomes practically unwholesome for the consumer. That is just as important to the cold storage man as it is to the man who owns the goods or to the consumer, because the success of cold storage must be the same as the quality of food it gives out. If it deteriorates the quality of food cold storage will not continue to increase in popularity and extent. If it does preserve food which could not be otherwise preserved it will increase in popularity and extent.

The next step would be to take foods such as eggs and fish, which are not improved at all by cold storage, and see how long they can be kept without losing their good qualities, and thus fix a limit where it would be advisable to withdraw this material from cold storage and place it in consumption.

There is another important point, from the standpoint of the connoisseur, and that is the cold storage of game. Cold storage game is not generally eaten by the people of this country. It is only eaten by those in the better circumstances of life; but nevertheless, even these poor people may have some rights which it is our duty to conserve. Just because a man is rich is no reason why he should be hit on the head with a club. I believe that what I said of meat is also true of game, that up to a certain point cold storage improves the quality of game. The connoisseur wants his game ripe. Just what "ripe" is depends on the taste of the consumer. I have seen people eat game which was too ripe for my taste, but was suited to theirs. I think every man ought to be his own judge in regard to the degree of ripeness in game which he desires. I like my fowl and game tender; but I do not care to have them blue and odoriferous.

Having now briefly presented the nature of the problem, next comes the important question as to the technique of the problem. I confess that I am quite at sea in regard to the matter of how these things can be absolutely determined. The newspapers have kindly relieved me from any responsibility in this line. They have published very full details of how all this is to be done, hence it seems hardly necessary for me to consider the matter any further. They have published full reports; but I must say that I have not yet seen any newspaper philosopher who has really laid out a technique which is entirely satisfactory to me, and I am trying to improve upon what has been so kindly suggested by these people.

Here again is where I shall want the kind advice and help of all the practical men who are in this business, of the cooks themselves and of the connoisseurs who eat this food and are capable of judging about it.

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Just how this point is to be reached is the problem. You know the character of our national legislature, and you all honor its members for their high standard of ability and morality, but they have a very unhappy way of loading down the executive departments with work and giving them no funds to carry it on. That happened in this case. While they directed the Secretary of Agriculture to study this problem they failed to appropriate a single dollar to enable him to do the work, so we are working with the odds and ends of our other appropriations the best we can.

There are certain chemical problems in this matter which can be easily determined. Let me give you an illustration of what might be done. Take meat or game or poultry, which is probably the same as game. Suppose we could have twenty-four pieces exactly alike in composition placed in cold storage. We could place this material in cold storage at a certain time and at a certain temperature, and at the time it is placed in cold storage an analysis could be made by which the nutritive qualities of that product could be determined. And then at intervals, say of three months, a package exactly similar to the original one first examined could be withdrawn and subjected to another examination, and we could continue that for two or three years. If there was any change in the chemical constitution of the food with regard to its nutritive qualities, or in any other way, it could be determined, as we have determined it in the case of apples when kept in cold storage. That I consider to be a perfectly legitimate method of studying this problem.

But it is claimed also that the taste and savor of cold storage products is changed. The chemical crucible is not capable of ascertaining taste or savor or palatability. It can only be done by the animal which consumes this food, and there, it seems to me, is where the connoisseurs may come in, if they can remember for the period of three months how a thing tasted.

At the time of its being placed in cold storage we would have this food prepared by the best talent or chefs that we could get hold of and in the best way possible. Then it should be consumed by a jury of connoisseurs who are perfectly capable of judging. Then each time a chemical examination is made the same preparation should be made in exactly the same way and should be consumed, if possible, by the same jury, to see if at any time there is a change which this jury could detect in the taste and savor of this product.

Another thing which is chemical and which could also be done, is to determine whether during the cold storage any ptomaine poisons are developed. I believe that is the great charge made against cold storage meats which are kept too long. What truth there is in that charge I am unable to say, as no investigation of any value has been made of the question. It is very true that meats

which have been stored for some time and exposed again to contamination seem to have lost their vitality to such an extent that they succumb more readily to the fermentative germs. This is reasonable, because long storage has made those meats less resistant, and when subjected to contamination they succumb more readily. It is altogether possible that meats which have been too long in cold storage may, on exposure, develop ptomaines much more readily than fresh meats of the same character would; but it happens that perhaps a great deal of these ptomaines may have developed after the meat had been taken out of cold storage. I think it is highly important that when cold storage meats or products in general are to be consumed they should not be removed from cold storage until they are ready for consumption.

A great many letters have been written to us from all parts of the country since the agitation of this subject began, and we are now considering some very important charges which are made. One man who is a leading physician in a large city has positively charged, and says that he will make affidavit to it, that he has seen meats taken out of cold storage and exposed for a certain length of time, and then put back again into cold storage and afterwards taken out again, and if not sold put back the second time. In such a case there is, of course, the utmost danger of contamination. And so it seems to me that for business reasons as well as sanitary reasons, there should be such an adjustment of withdrawals from cold storage as would immediately meet the demands for consumption and no more, and that cold storage products should not be exposed to ordinary temperatures until the customer is ready to take them at once and use them. If that could be done I believe a great deal of the objection which has been raised to cold storage products would be obviated. As I have said before, just how true these charges are I do not know, as I have made no investigation, but it is well to remember that they are being made by apparently reliable parties. That, of course, will be a subject of legitimate investigation later on, to see that these practices are not indulged in.

It seems to me that ultimately cold storage processes should be of such a nature and of such magnitude as to tide the human family through a single season, or until another crop can be produced. Of course, if there was a famine or any great agricultural disaster it would be a very good plan if you had more than that much on hand; but with our present methods of transportation somebody, somewhere, will produce enough, because famines are limited in extent and never affect the whole world. That is, the world produces enough food every year to supply the human family that year, and therefore cold storage processes need not be planned to carry us over more than one season.

Dr. Wiley.

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**WASHINGTON BUTTER
AND EGG CO.**

GRAND RAPIDS, MICH.



Weekly Market Review of the Principal Staples.

Silks—Although the silk piece goods agent is at present passing through a quiet period, due to the holiday season, he is well satisfied with the business accomplished and with the outlook for spring of 1905. Many duplicate orders have already been booked, notwithstanding the fact that retailers will not begin their season before the middle of January. Jobbers, however, have realized that silks are to be a feature during the coming year, and have not hesitated to place duplicate orders. Some difficulty was found at first in persuading them to pay any advances over their initial orders, but finding both agents and manufacturers holding firmly to the advances asked, they have paid the higher prices rather than run the risk of not getting the goods when needed. Jobbers in the West have been the heaviest buyers, and although protesting strongly against paying any advance have placed orders at prices which show an advance ranging all the way from $3\frac{1}{2}$ c a yard up to as high as 6c, according to the goods taken. Buyers of large quantities of silk piece goods for prominent houses in the West held out long against the advances asked, but were finally convinced that, with the heavy increase in cost of raw material, the advances were justified. Initial orders were taken at very low figures, and to duplicate these would mean a loss to the manufacturer on every yard of goods produced. In addition to this, silk throwsters throughout the country are getting together for the purposes of obtaining better prices for their thrown silk, and also where silk is brought by the manufacturer to be thrown, to secure better prices for the work of throwing it.

Underwear—Fleece lined standard garments are well sold up for the 1905 season, and practically no concessions have been made by the makers of any of the leading lines of 14-pound 22-gauge goods, which are still selling at $\$3.62\frac{1}{2}$ @3.75. The 12 $\frac{1}{2}$ -13 pound goods are still disturbed by varying prices from various knitters. But it is safe to say that these goods have been much firmer this past week at $\$3.37\frac{1}{2}$ than they were the preceding week. The strength of these two classes is due to the fact that a large part of the business for 1905 had been placed before the principal weakening causes began to work, and as soon as the manufacturers had had time to assure their customers that they would be protected against future reductions much of the excitement in the fleeced underwear market subsided. That there have been some good lines of garments opened at $\$3.25$ can not be denied, but all the knitters who were well sold up on $\$3.37\frac{1}{2}$ goods were in

a position to smile as soon as they had calmed the fears of their own patrons. Ribbed underwear is in about the same position as the fleeced division. There is strength in some grades and weakness in others, but, on the whole, ribbed goods are more unsettled. Men's 12-pound goods are fluctuating around $\$3.37\frac{1}{2}$ @3.50, with strictly standard goods held firmly at the higher figure. The high-grade goods are being moved in fairly good quantities, but the grades that are usually retailed at 50c and under are weak and consequently slow sellers. Woolen underwear lines are moving in normal quantities at about last season's prices, although the situation is not exactly to the taste of all manufacturers. Some are asking a slight advance and guaranteeing standard goods; others are frankly admitting some manipulation and are selling at last year's values, while still others are claiming to be in a position to offer goods of last season's quality at last season's price. This is somewhat disturbing to the equanimity of the seller who believes that wool garments deserve a better price at the present price of wool. However, the prospect for an average season's business in woolen and worsted garments is good.

Hosiery—The cotton hosiery market does not differ materially in condition from the cotton underwear market. Buyers have no confidence in present quotations, and having what they think is an effectual club in the course of the raw material, they are out of the market temporarily, taking account of stock and talking very bearishly. But most makers of staple lines are holding firm at prices which had been established about the first of the month. There is plenty of variation in values, however, and the market will not be settled until well after the first of the year. One agreeable feature of the wholesale hosiery trade is the volume of immediate delivery orders which have been received, largely duplicate business, due chiefly to the holiday activity. Wool hosiery is in a fairly satisfactory condition, and most manufacturers report a normal season's business placed thus far at prices satisfactory in the main. The situation in prices is much the same as in the wool underwear division. A majority are asking and securing a slight advance and others are not. The cold weather in many sections has stimulated activity in woolen and merino goods, and the holiday consumption is a material factor in causing a fair volume of duplicate business.

Carpets—No new features of special interest have appeared during the week. The traveling representatives of the large bills have been out with spring season goods about a month—long enough to fairly give a line upon the outlook. A fair amount of business has been gathered in, but the volume of orders is not as large as manufacturers would like, or as general business conditions would warrant. Indeed, the situation as regards general demand is puzzling.

Judging by the reports of improving business conditions throughout the country, one would expect that the carpet retail trade would have been better than last year, but the fact is that when reports from retailers are carefully reviewed, it is apparent that the business in carpets for 1904 has not been quite so brisk as in 1903. Some sections report a little better business, others smaller sales, and the average indicates that less carpets have been taken by the users in 1904 than 1903. Such a condition would naturally lead to the supposition that the retailers must have a stock on hand larger than usual. But the reports from salesmen, jobbers and retailers themselves do not bear out such a supposition. In fact, the

consensus of opinion of the many observers is that in most sections retailers hold only a normal supply, and in many sections stocks on hand are considered small for this season. This is one of the encouraging features of the situation to the manufacturers, who believe that early in the coming year the beneficial effects of improved business conditions will be more widely distributed, in consequence of which the public will consume more goods, and that the moment the retailer notes a quickening in demand he will naturally increase his stock of carpets. While the manufacturer is encouraged at this phase of the situation, he is also puzzled at the average conservative buying. Stocks on hand are only normal, the

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan



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.

indications are that the conditions in the raw material market will force an advance in the price of carpets. Why, then, should not the buyers have increased their purchases in anticipation of an advance?

Wash Goods—Wash goods are in fair to good request. Heavy purchases are being made by Southern and Pacific coast buyers. Business shows the medium and better grades have the preference. Some good business in wash goods was also taken for West Indian accounts, which is rather unusual in fancy lines.

Ginghams—Are the principal fancy cloths for the spring and summer season of the retailer, which as yet is some distance off. All grades are well sold up as far as initial business is concerned, and weavers have been assured that the duplicate business will be very heavy. Surplus stocks in first and second hands are unusually small.

Fall River—The situation at Fall River has not changed. It was hoped that an agreement had been reached, but from all appearances the looms will be idle indefinitely. The mills that have been making fancy gray goods have lost a great deal of business as a result of the shutdown and their productions have had great effect on quotations. Prints show no change, regardless of the vast—productions taken off of the market, but it is noticed that supplies of coarse yarn goods are small. Wide goods have interested buyers in the New York market to some extent this past week, and where spot delivery could be had, buyers seemed ready to take these goods for nearby requirements.

Tips Given by a Retired Millionaire Merchant.

Before I went into business for myself I was employed by a famous merchant who, as I knew, made his success by means of his convincing advertising. In the earlier days he had written his own advertisements, but during my years with him he employed an advertising manager, although even then he himself kept a careful eye on the advertisements and made many of the most practical suggestions. I studied that man and his methods as if my life depended on them; and I am not sure today but my success afterwards was due more to him than to myself.

There, now, for my story: Whenever I sat down to write an advertisement I always drew a chair up beside me and placed an imaginary customer in it. Then I used to talk right at him. Frequently I would talk aloud and sometimes become so enthusiastic as to gesticulate and do other quite ridiculous things. But out of it all I usually managed to say something directly to the point; and this I at once wrote down in my advertisement.

Those were the days when dollars looked very big to me and I could not afford to waste an inch of advertising space. I often sat in my store until almost morning working over an advertisement, making it stronger and more convincing; and this was the foundation of my business.

When my trade was fairly established and I could afford to have a few really expert salesmen, I learned a new device, for I still wrote all the advertisements myself. I used to stand by one of my best salesmen and listen while he sold goods.

If the customer were hard to please, I listened all the closer, for it was under such conditions that I got the best material for my advertisements. I never let either the salesman or the customer know that I was listening, for I did not want their course of thought to be interrupted. When the sale had been effected I went to my desk and wrote an advertisement in practically the same words the clerk used in convincing his customer. At first I was surprised at the success of this plan, for I did not know that there were so many people of the same mind in all the world. But after a while I came to understand that the arguments which convince one person are very likely to convince hundreds of others.

I used to do one thing which I notice you wisely advise advertisers to do, namely, advertise one thing at a time. If a salesman had a particularly hard time in selling a particular kind of goods, I made my next advertisement cover that line and used his arguments in it.

Many times I tried to get my salesmen to tell me what arguments they would use in selling certain articles, but I had little success in this. They always seemed to be conscious of the fact that they were not really trying to sell the goods, and their arguments were weak and fruitless. But when they took hold of a real customer and forgot everything but their desire to sell, they became practical and commercially eloquent.—Retailer and Advertiser.

The Forces That Resist Failure.

Success is the sum total of the forces that resist failure.

“Like a man at a Methodist meeting, I am always willing to add my testimony,” said a successful merchant, who has lived seventeen years in Japan and has shipped millions of dollars’ worth of tea to other lands. “When a poor boy in Germany I decided to seek my fortune in foreign lands. At an early age I was established in Japan as a buyer of tea through interested friends in Liverpool, who had faith in my ability from what they had observed of my perception and adaptability to anything that I could get to do. I had worked hard to convince reliable men that I was never deterred by obstacles. If an employer placed before me a square hole and asked that it be made round, I never let any condition hinder me from carrying out his wishes. Naturally, I had some inventive genius and I stimulated its growth by adding the soil of pliability and quick perception. I determined not to let anything hinder my plans, that was within the capabilities of any human being. I watched for the best conditions, rose early

in the morning and gathered them in. In my life in Japan as a buyer and a seller I constantly bore in mind the fact that the quality of my goods was my capital. They must always be as represented. I never embellished my sales at the expense of the truth. It does not pay.

“A successful salesman must have quickness of thought and keen observation, combined with modest persuasiveness and honest goods—then there is no danger of failure. The man who tries to get the better of his neighbor will soon find his match. He will be paid back in the same coin—with compound interest, too.”

Noah let a raven out of the ark to locate dry land. The systematic advertiser sends out a raven, too, before beginning an expensive campaign by learning the lay of the land with small experimental advertisements.

Flattery makes no friends.

Buyers and Shippers of
P O T A T O E S
in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH

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.

Attention, Merchants

The Rapid Sales Company can reduce or close out your stock for spot cash without loss; we prove our claims by results; shelf-stickers, slow-sellers and undesirable goods given special attention; our salesmen are experts. Address
Rapid Sales Co., 609, 175 Dearborn St., Chicago

AUTOMOBILE BARGAINS

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

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

- File and 1,000 printed blank bill heads..... \$2 75
- File and 1,000 specially printed bill heads..... 3 00
- Printed blank bill heads, per thousand..... 1 25
- Specially printed bill heads, per thousand..... 1 50

Tradesman Company,
Grand Rapids.

Frightened at a Goose



A HOME RUN

Occasionally we find a merchant who has a bad case of “buck fever,” he is always looking for trouble, and usually finds it. If we have an extra shower or two, or if the ground gets a little dry, there isn’t going to be any business and the entire country is “going to the dogs.”

Marshall Field never studied the almanac in order to become posted on stormy days.

Puritan Corsets

Will drive the blues out of a merchant’s system quicker than any other line he can place in stock. Send for sample line.

Puritan Corset Co.

Kalamazoo, Mich.

Selling Shoes Every Day.

It is a mistake to imagine that shoes will only sell in season and that seasons are short. Some dealers are prone to assume that every consumer buys his shoes early each season and can not be induced to visit a shoe store again until the next season comes around. This is a serious mistake. Shoes can be sold every working day in the year if dealers only use the same push and enterprise between seasons that they evince when new styles are being displayed. Successful merchants have demonstrated that buying can be stimulated and that people will buy goods at any and every time if they are solicited hard enough. The art is to engender the desire to buy. There is no sense in retail shoe dealers lying down during January and February and accepting as inevitable that trade will be dull and slow.

During all the winter months dealers should keep up a vigorous campaign.

There are warm lined goods, rubbers, boots and stout shoes for skating, etc. It is a fact that people on the average do not think for themselves but prefer to have their thinking done for them. There is no question whatever that the dullest periods of the year can be made busy if dealers would only get out attractive advertising matter embellished with fine cuts. The proper literature will make hundreds of people dissatisfied with their shoes and will engender the desire to buy new ones. Many people are careless and will go on wearing old shoes just because the idea has never been conveyed to them that new shoes would look better and would be more comfortable. It is up to every dealer to see that the people of his town buy and wear more shoes.—Shoe Trade Journal.

Good Advice To the Young Man.

Man, more than any other creature on earth, is affected by his surroundings. The most aesthetic young Chesterfield, placed on the Western prairies with a crowd of rough fellows, rude in their speech and careless in their maner, will, in a brief time, accept their ways and habits and be metamorphosed from dude to cowboy.

Man, even quick to note and to imitate, is unconsciously acquiring character from his associates. Does this mean anything to the young man at the formative period of his career?

Young man, if you have associated with careless and questionable people for a time, letting your speech be in slang and your bearing free and easy, go now into good company and note your remissness!

With a young man, all things are possible. Make them probable, by associating with those people from whom you can acquire knowledge, polish and upright principles. Make your friends among those you would take into your own home to meet your mother and your wife. This is true character building.

And a good character pays! So

much of the business of to-day is done on confidence that good character and honesty are worth 100 cents on the dollar in the market!

The young man of to-day will be the advisor of to-morrow. He should, therefore, inculcate within his head and heart right ideas and honest motives—else the foundation of business will be undermined.

Keep busy. An employer always looks among the workers for a lieutenant. If you can not get large wages, take what you can get, and try harder. A bright young man, honest, sincere, well balanced, quick, with his employer's interest at heart, never endeavors in vain. If his own employer does not note his ability and worth, another employer of men will, and the worthy worker will pass on and up to better things.

Remember there is but one career for each man. One for you! And you must make that one successful or be covered with the debris of failure, driftwood of a commercial ocean.

The demand for great business men is always more than the supply. Goon men can get a place any time. The average man is usually employed, the below average casually, and the mediocre fellow scarcely at all.

The moral is to waste little time on frivolities, spend hours in earnest, benefiting preparation, and do your duty! The young man who does this can not be kept down. Like the sun he will rise triumphantly and, like the golden orb, his career will set in a halo of colors.

Is it worth while?

Rival Organizations.

The man who had been keeping his seat in a crowded street car spoke at last to the young woman who had been eyeing him intently for five minutes or longer.

"I know I ought to get up and let you have my seat, madam," he said, "but I'm pledged against that sort of thing. I have just joined the 'Sit Still Club,' an organization we have formed in our part of town, and if I violate the solemn obligation I should be expelled and held up to the execration of all the other members."

"That is all right, sir," replied the young woman. "You mustn't mind my looking at you. I'm a member of the 'Stand and Stare Club.'"

After which she continued to stand and stare at him.

Reading Her Hand.

"This is the life line," says the amateur palmist, who is reading the hand of the young woman. "It shows that you will live to a ripe old age. This is the head line. You have wonderful talent for writing. This is the heart line. Lots of romance and a happy marriage, with just trunkfuls of fine dresses and things."

"How do you know about the dresses?"

"Why, here's the clothesline. It runs clear around your hand."

It isn't what you say but what your customer believes that counts. Try to say what will be believed by sticking to facts.

Con the Conductor



Con the conductor, don't try to con him. He's on the rear platform. Oh, ain't it a sin?

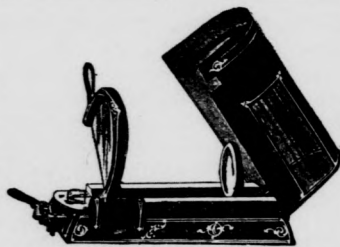
Your nickel he'll take with a cold, icy stare,
One for his company, the next one his share.
He jumps on and off the cars with delight,
He relies on his HARD-PAN shoes that are right.

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.



Long Horn Cheese Cutter

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

MANUFACTURED BY

Computing Cheese Cutter Co.
621-23-25 N. Main St. ANDERSON, IND.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2 1/2 Million Dollars

Robes, Blankets and Fur coats

We carry the most extensive line in the State.

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

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1-2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK

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

Tradesman Company
Grand Rapids, Mich.

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.

THEORY OF EVOLUTION.

Darwin's Work in the Light of Present Research.

The nineteenth century, so replete with great accomplishments, so teeming with practical results, so distinguished for its many authoritative voices, was nevertheless dominated by one commanding personality—Chas. Darwin. Despite the great ethical and philosophical contributions of Carlyle, Ruskin and Emerson, the priceless additions made to the world's poetry by Tennyson, Browning and others, the organization of all phenomenal knowledge into a great synthetic system by Herbert Spencer, to say nothing of the material advances in medicine and mechanics—despite all these results of a century of master minds, the author of *The Origin of Species* was the pre-eminent spirit of his age and gave to it the most pregnant thought.

Although the work of every living biologist is based upon the researches of the naturalist of the *Beagle*, although all the sciences have been more or less profoundly modified by his generalizations, although history, economics, philology and philosophy have in greater or less degree changed their methods of work to conform with his far-reaching conclusions, there is still in the minds of many persons a hazy notion as to what the work of Darwin really means to human thought.

As a matter of fact, Darwin was not the originator of the theory of evolution. Lamarck and St. Hilaire had, in the preceding century, each advanced a theory of the transmutation of species, but they had made slight impress on the scientific thought of their own or subsequent times. It was the overwhelming array of facts, marshaled with such infinite pains and patience by Darwin in support of his theories, that compelled an unwilling world to admit the force of his arguments. It was because he invented a theory to explain the operation of the law of evolution, and backed his speculations with illustrations drawn from every quarter of the globe and from all forms of life, that men ceased deriding him to argue, ceased arguing to learn, and ended by accepting his generalizations and applying them to their own work. It was for this achievement that he is hailed as the most illuminating mind of his age.

The law of evolution may be more simply expressed in the word growth. It means that all creatures are sap or blood relations. In the life of a man, from the embryo to the sucking babe, through adolescence, youth, maturity and old age, there is a natural unfolding, hour by hour, day by day, year by year. At some periods the change is rapid, at others almost imperceptible. Evolution simply implies that the race or species develops in the same natural manner out of what has preceded it.

Darwin, from his studies of the results of selective breeding in changing domesticated animals, concluded that a similar process was carried on

by nature in modifying species. He found that no two animals were exactly alike in minute particulars. He also observed that a vast number of creatures came into life that could not be supported, and that they soon perished from one cause or another. He concluded that a struggle for existence was going on among all animate creatures, in which contest only the best equipped could survive. And thus he considered that nature was, figuratively speaking, constantly selecting the fittest of her children and killing off the unfit. The race is to the swift and the battle to the strong.

Darwin was remarkable for the breadth of his view. He did not try to explain everything by his own special theory. He admitted the force of the earlier views, that animals were changed by use or disuse of their parts, and also by the direct influence of their surroundings upon them.

Not until the German biologist, Weismann, a few years ago startled the scientific world by his novel speculations on the potential immortality of one-celled animals were these pre-Darwinian factors in evolution seriously called in question. Weismann has tried to prove that acquired characters can not be inherited, and hence that all modifications in offspring must come from new combinations of the germ cells of their parents. In this view he outdared Darwin. The discussions which his writings have provoked, together with the original contributions of other biologists, have shown that the real problem in evolution to-day is to explain the cause of individual variation.

During the past few months the visit of Professor Hugo de Vries, the Dutch botanist, to the St. Louis Congress of Scientists, has led to renewed interest in the subject and to some confusion as to the real meaning of his latest criticism of Darwinism. By some it has been taken to mean that a new theory has been propounded to take the place of the law of evolution. Nothing could be more misleading.

By studies made chiefly on the evening primrose *De Vries* has discovered that a new species may come into existence in a single generation instead of by the slow modification due to the selection of infinitely minute variations through countless generations. This theory of mutation would at most only supplant Darwin's theory of natural selection, but the observations upon which it is based are far too restricted to prove even this. It will probably be found that the principle of mutation is only one more factor which, under certain conditions, hastens the evolution of species. The breeder of domesticated animals and the horticulturist have similar examples in the origination of so-called "sports," but the appearance of these is not under control as is selective breeding.

It is well to receive with some caution any theory which is designed to explain all the phenomena of life. Life is too complex, too vast in its interactions and interrelations, to be confined to a formula, and the more we study its phenomena the more we realize the danger of reducing all to one phrase. But what Darwin really achieved was permanent. He taught men to perceive for all time that the forms of life are not miraculously differentiated, but that they have grown in orderly sequence one from another, even as the child is father to the man. Frank Stowell.

Contagion in Dirt.

Dirt is contagious. If anybody doubts it let him observe the streets. Littered with all sorts of rubbish, they offer a positive invitation to everybody to toss or sweep his surplus matter into them. If the streets were kept in a proper state of cleanliness no decent person at least would think of throwing anything upon the roadway or in the gutters.

There is also a moral effect. Cleanly surroundings beget clean habits. Children going to and from school are unconsciously influenced by what they see, and dirty streets being a standing example of untidiness in

those to whom they naturally look for leading, they grow indifferent and careless. Thus the toleration of dirt on the streets becomes not only a menace to health, but an influence for evil.

Considerations of this sort may have no place in the average aldermanic mind, which seems to take its inspirations from mediaeval times, when the public thoroughfares were the common sewers.

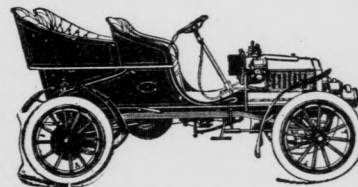
Avoid the mistake of telling of the big profit your competitor is trying to make. It may suggest the size of the profit you are yourself after.

Religion for reward would be sin for a raise.

Gas or Gasoline Mantles at 50c on the Dollar

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

New Oldsmobile



Touring Car \$950.

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

Adams & Hart

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

**Golden
Essence of Corn**

Karo Corn Syrup, a new delicious, wholesome syrup made from corn. A syrup with a new flavor that is finding great favor with particular tastes. A table delight, appreciated morning, noon or night—an appetizer that *makes you eat*. A fine food for feeble folks.

Karo

CORN SYRUP

The Great Spread for Daily Bread.

Children love it and thrive upon its wholesome, nutritious goodness. Sold in friction-top tins—a guaranty of *cleanliness*. Three sizes, 10c, 25c and 50c. At all grocers.

CORN PRODUCTS CO., New York and Chicago

CLOTHING

Style Tendencies in Little Folks' Wearables.

The opening weeks of the month were dull and uneventful in retail circles, compared with the activity general during the same period a year ago. Dealing only with the fortnight, conditions were very much improved. The approaching holidays increased interest in juvenile and boys' clothes and it was apparent on all sides that considerable more clothing than in former years was bought as holiday gifts. It was an equally conspicuous fact that while more money was expended for useful Christmas gifts of a serviceable character, the call was for good clothing.

Dealers were inclined to estimate the holiday sales as indicating an improvement over last year, some going so far as to intimate their belief in the good effect upon the public of a series of articles published by the New York Herald, counseling the public against trashy purchases and advising them to put their money into substantial merchandise of a serviceable kind. In attributing the good results to these newspaper articles retailers say that they noticed from day to day more than the usual number of people looking at clothes and departing without making purchases then, and that their conduct indicated indecision regarding what to buy for the young folks. Very many of these same people returned later and made their purchases.

Nothing so well reflects the condition of the spring market as the fact that manufacturers have booked a larger percentage of orders than has previously been recorded up to this date, and that the volume of business in hand shows a gratifying increase over the last spring season. This very interesting state of affairs is further augmented by the interest now shown by tardy buyers to getting their orders down, although at the inception of the season there was a marked disposition on their part to disregard the advice of manufacturers to get orders in early to insure deliveries. Since becoming conversant with the hardening state of the piece goods market buyers now share the opinions of manufacturers that there is not going to be any surplus production to draw upon, as, with the cloth market maintaining its present position, it would be too hazardous to manufacture for stock. The stiffening of the market in general will have the effect of reducing cancellations to a minimum and contribute further to the very healthy condition of the clothing business.

In juvenile apparel for spring there is a decided leaning toward plain fabrics of a natty nature, and especially so in novelties. Gauged according to orders, buyers like best the plain

styles with pretty ties, neat collars and ornamental buttons. Although less showy than the fancies in soutache and silk braid ornamentations, they are rich in appearance because of the charm of their simplicity. Take any of the natty gray worsteds in plain mixtures, unmarked by a decided pattern or weave, made as a blouse waist or Russian suit, the only ornamentation being pretty metal buttons down the front and finishing the cuffs, a narrow belt and a bishop collar of solid color linen with a fagoted edge, and you have an example of what is classed as the rich plainness of the season's vogue for children.

The introduction of plain colored linens in collars for juveniles' suits adds a welcome variety to the season's collar styles. In addition to the Eton and bishop forms there is another style of collar for spring that is favored. It is similar to the Eton, but has a short sailor collar effect at the back.

Young men's single and double breasted sacks for spring will carry collars and lapels wider than formerly. It is a style departure that has frequently been referred to. Fifth Avenue introduced it. Few of the ready-made houses, however, felt inclined at the time to make the change. Last season (fall) a very few ventured it, and although the change was at first shied at by retailers, they have since learned that their devotion to the long, narrow collar was a mistake. Now the wide collar and lapel is the prevailing mode in all the best tailor craft. The effect striven for, however, is better exemplified in the spring models than it was in the fall creations, which is a long and broad effect that does not look broad or too long, and yet is not blunted by diminution of the gorge.

The tendency for spring seems to favor a long, loose sack that drapes from the armhole down, similar to the box coat, and is shapely even with its long draping. For the big cities the length is from 30 to 31 inches, although for the small towns a more conservative length, 29½ inches, is favored, the longer sack being viewed as rather extreme. The long coat, if made of mixtures without pattern, will have a center vent, blind and open, about 9 inches long, the sleeves finished with blind vent and three buttons. Plaids, checks and stripes, however, will be made with a one-piece back and two side slits. Plaids and stripes in jackets made with a center back seam, unless the pattern is very carefully matched, present an unsightly appearance.—Apparel Gazette.

M. J. Rogan, Cleveland, Ohio: I think the Michigan Tradesman is equal to any \$5 trade journal in the United States and your paper has been the means several times of "putting me next" to merchants opening up new clothing stores.

Depressions in financial conditions serve a purpose in releasing the secret spring that sets the hustler going at a harder gait than ever before.

Fur Coats



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

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From Gasoline one quart lasts 18 hours giving 100 candle power light in our **BRILLIANT Gas Lamps**. Anyone can use them. Are better than kerosene, electricity or gas and can be run for less than half the expense. **15 cents a month** is the average cost. Write for our M. T. Catalogue. Every lamp guaranteed.



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

IDEAL CLOTHING CO.
MFRS. OF CLOTHING.

PUBLIC AND TRUSTS.

Time for a Rational Discussion of Their Relations.

Now that the election is over and we have a President who will not succeed himself, and therefore can not be accused of intriguing for a renomination, it would seem that the public might engage in national discussion of the proper methods of dealing with concentrated wealth. It is certain that the concentration of vast sums in the most capable hands does result in economic gain and does make possible the successful prosecution of useful enterprises which would otherwise be impossible by private effort. On the other hand there are many who deem it equally certain that this economic gain, however large it may be, is far too highly paid for by the social evils which it involves. We had better, it is contended, endure more waste than to suffer the social loss of the independent operators on a smaller scale. That class has contributed more than all others to the stability and consequent happiness of society, and no possible economic gain can be a compensation for its extinction. The highly salaried and highly responsible employe is not the independent man. In many ways he must surrender his social influence to the capitalists who employ him. And the better man he is the greater the loss to society of his independence.

But if society is to restrict the concentration of wealth it should do so on rational grounds, and by rational means. The demagogic methods of the sensational press must be discredited. For example, we must stop abusing "trusts" on the ground that they sell for export at lower prices than they will sell in their own market. None of them will do so if they can help it. All will do so when they must in order to keep their mills running and their men at work. This has been the universal practice since commerce began, and prevails within a country as well as in international trade. It is not a result of the formation of trusts nor would it cease if they were all abolished. It has nothing to do with the trust question. As an international practice, in fact, it is highly esteemed by all manufacturing and commercial nations as affording employment to their people at times when the domestic market will not absorb their product. Those who most vigorously oppose it are the countries assumed to be benefited by the receipts of the "dumped" surpluses at low prices. Our own country expressly protects its people against this dumping by foreign nations. So does Canada. So do many other nations. Great Britain alone has offered itself as a general dump heap and even there there is now strong agitation against it which has been made effective in the case of sugar. In Germany the practice was officially established for years in the case of sugar, and there are now, according to Consul-General Mason, more than 450 syndicates or "cartels" virtually

controlling all important branches of trade, many of which pay cash bounties on all goods exported by its members, taking the money from the receipts of goods sold at home at higher rates than those obtainable abroad.

Trusts and syndicates doubtless act in this, as in most other matters, more effectively than independent and unorganized producers, but the practice is regarded as a most important aid to industrial supremacy and steady employment. Whether this is legitimate or illegitimate competition need not be discussed here, but it has no important connection with the trust question. The economic argument against trusts is that they do economic injury by placing the control of vast sums in the hands of those not their owners with the result of fraudulent speculation. But the main ground of opposition to trusts must be their injury to the social welfare. And the same argument is good against Socialism.

Frank Stowell.

His Little Game Was Spoiled.

Rev. Alexander Alison, Jr., of Philadelphia, tells a story of a young man who took his best girl to church and when the time for collection came rather ostentatiously displayed a \$5 gold piece.

Presuming upon the engagement of marriage that had been made, the young woman placed a restricting hand on the arm of her fiance.

"Don't be so extravagant, George," she exclaimed.

"Oh! that's nothing," he replied; "I always give \$5 when I go to a strange church."

Just then the deacon came with the plate, and George dropped the coin. Everything seemed favorable, and the young man beamed with a sense of generosity.

Then the minister made the announcement of the morning's collection.

"The collection this morning," said he, "was \$3.75."

George had very little to say all the way to his fiancee's home.

Did Not Advertise.

This story is told of an old bachelor who bought a pair of socks and found attached to one a paper with these words: "I am a young lady of 20 and would like to correspond with a bachelor with a view to matrimony." Name and address were given. Bachelor wrote and in a few days got this reply: "Mamma was married twenty years ago. Evidently the merchant from whom you bought those socks did not advertise, or he would have sold them long ago. My mother handed me your letter and said possibly I might suit. I am 18."

Business opportunities are not so plentiful that you can afford to let any of them get away without at least making an effort to seize them.

Remember that one good point in your shoes is more convincing than two bad ones in your competitor's. Dwell upon your own good ones.

Wearing Qualities



"CLOTHES OF QUALITY"

Are too often overlooked by the retailer when placing orders. Our garments possess style to a degree reaching perfection, but it is in the ability to withstand wear and retain the stylish appearance where

"Clothes of Quality"

excell. As each day goes by the wearer is more and more pleased. Is not this worth your consideration?

OUR SALESMEN ARE IN YOUR STATE

Do you want to see one?

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

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

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



Some New Year Resolutions To Be Commended.

Written for the Tradesman.

This is the time of year when everybody, except reformers, begin to think about reforming themselves. Reformers are always so busy correcting other people's sins that they have no time to attend to their own vices, but the rest of us are firmly resolved to turn over a new leaf with the new year. We are going to suppress our pet weaknesses with an iron hand, and are going to take a fresh grip on all the virtues, and usually do the things we ought not to do.

Of course, New Year resolutions share the same fate as pie crust; they are made to be broken, but that is no argument against them. One does not refrain from putting on clean linen because it will get soiled and have to be sent to the laundry again, and there is no reason in not turning over the new page because it, too, in time will be filled with mistakes and blotted with tears and covered with entries we would give our very heart's blood to erase.

It must be admitted that the New Year's resolutions belong mostly to men. It has never been a pastime that appealed to women. They have been told they were angels so long they have come to believe it, and when a woman admits she has a fault it is with no idea of correcting it. She is merely fishing for a compliment and expects to be contradicted. Agree with her and she bristles instantly with offense and sets you down as a spiteful old thing, so stupid you do not know shining perfection when you see it. A man is much more frank about his sins, anyway, than a woman. You will often hear one say: "I have been drinking too much; I am going to stop," or, "I used to be a gambler, but I have reformed;" but nobody ever heard a woman come right out flat-footed and admit "I have been a scandal-monger, but I have reformed," or, "I have been ruining my husband by my senseless extravagance, but I am going to quit."

In these days when we are disputing with man the monopoly of all the other good things of life there is no reason for leaving him in sole possession of the New Year's resolution. We have faults of our own and we need the New Year resolution in our business, too. Our weaknesses may not be just the brand affected by our fathers and husbands and brothers, but they stand in just as much need of reforming. Whisky and profanity and gambling and unfaithfulness are not the only sins in the world. There are unreasonableness, and temper, and fretting, and nagging, and when the great day comes when the ledger in which human accounts are set down is balanced it is going to be hard to tell which has caused

the greater misery and broken up the more homes.

Let us face the music, sisters, and take an inventory of the faults that are peculiarly feminine, and turn our attention to them. Let us stop back-biting and tittle-tattle and the bargain counter habit and scratching back, and try to be more like the superior creature we think we are, and less like the poor, miserable, weak women we are.

Of course, everybody has an idea of "a world as I would reform it." I confess I have and, speaking for myself, I should like to see my entire sex unite in a grand sweeping New Year's resolution to try to look at life through the clear spectacles of common sense instead of the smoked glasses of sentiment. That would be a tidal wave of reform that would

reasoning powers more and her emotions less.

I should like to see every wife swear off from curl papers and dirty wrappers and reminding her husband of his faults and that she married him to reform him. I should like to see her resolve to look as dainty and sweet and attractive as she did when she was trying to marry him and to take as much pains to try to entertain him as she did in the courting days. The average American husband, when all is said, is a childlike creature, easily pleased, and the wife who can not keep what she has caught deserves to lose it for her own selfish stupidity.

I should like to see every woman who is at the head of a house put a taboo on the arguing habit and ruthlessly suppress it. Let her swear off

I should like to see women swear off from worrying. It does no good. It plows furrows in the cheeks and precipitates doctors' bills, and the thing we worry over never happens, anyway. It is something we were not looking for and had not worried about a particle that occurs. Of course, it is natural for every wife and mother to think she is the pin that keeps the universe together. But she is not. She dies and another woman steps in and marries her husband and keeps her home and raises her children just as well as she could have done. Let us resolve to take life cheerfully and not to worry over the things we can not help or those we can help. We shall be happier for it and, after all, we might trust God to run the world he made.

I should like to see women swear off from so much novel reading. The much-heralded free libraries are fast becoming a public menace, instead of a public blessing. There are plenty of women who spend their time doing nothing but devouring one novel after another and who live in one continual debauch of false ideals and false sentiment and highly spiced romance and sizzling passion that is every whit as demoralizing, mentally and morally, as any other jag. There is reason in all things and temperance in novel reading is just as much to be desired as temperance in drinking whisky.

I should like to see mothers resolve to brace up and do their duty by their children. Because little Johnny is self-willed is no reason for not controlling him. Because little Mary is determined on having her own way is no excuse for indulging her in it. Of course, it is hard to make children obey and teach their good manners. Most duties are, but nobody but a coward shirks them on that account. There is no other thing on earth that stands in such urgent need of reform as the way in which children are raised. It is an issue that no mother can dodge. If the shiftless, lazy mother who lets her children grow up on the street or anywhere else so they do not worry her, or the over-tender mother who loves her children too well to make them mind had alone to suffer the consequences of their folly and sin it would not matter so much. But every one of us is the victim of her errors, and it would be a matter for general rejoicing if the women of the country would establish a new domestic policy that would call for the extension of the spanking industry and the subjugation of the infant terrors of the household.

I should like to see young girls swear off from talking slang that soils their pure lips and from trying to be hoodlums instead of ladies.

I should like to see debutantes swear off from writing gushing notes to actors and sentimental letters to men. It is worse than wrong. It is vulgar.

I should like to see girls swear off from taking presents from poor young men and resolve to eat enough



Dorothy Dix

sweep us a long ways towards the millennium. Then we should have more women looking before they leaped, and fewer lying mangled and bleeding at the bottom of the precipice. We should hear fewer heart-rending tales of women bamboozled out of fortunes that they trusted to some male relative, with no other security but the fact that he always had family prayers and asked a blessing over the pork chops, and we should hear less often of girls entering matrimony with young men of pleasing address, of whom they knew nothing, but who turned out to be bigamists and jail birds. The best thing that can possibly happen to women is to find out that the brain is just as valuable an organ as the heart, and the wisest resolution any woman can form is to cultivate her

on discussing unpleasant topics herself and keep her table and hearthstone from being a battle ground where political and financial and religious battles are fought out to a bloody finish. The arguing mania is the pest of many a home. It breeds temper, ill-nature, spiteful personalities, rancor and hatred. Everybody is entitled to their own opinion, but if they can not agree it is nothing but common decency to keep it to themselves. When a member of a family is determined to do something of which the others disapprove let them exercise their individual liberty and please themselves, but stop from keeping the whole family in a turmoil by discussing it beforehand. Nine-tenths of the family jars can be prevented by this simple device.

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Established 1881.

Cash Capital \$400,000. Assets \$1,000,000.
Surplus to Policy Holders \$625,000. Losses Paid 4,200,000.

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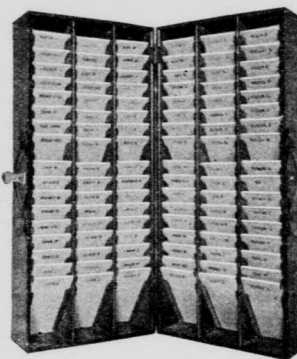
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105 Ottawa-St., Grand Rapids, Mich.

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Pat. March 8, 1898, June 14, 1898, March 10, 1901.

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The First Grand Prize
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**PERFECT
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129 Jefferson Avenue
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"The Pickles and Table Condiments prepared by The Williams Bros. Co., Detroit, Mich., are the very best. For sale by the wholesale trade all over the United States."

Guaranteed to comply with the Pure Food Laws.

at home to sustain them until they get back again, without having to hint for oysters and ice cream every time anybody takes them out.

I should like to see the social strugglers give up the wearing task of trying to know people who do not want to know them and of clinging frantically to society by an eyelash.

I should like to see club women swear off from espousing fool causes and reserve their strength for work that will count in the general good.

I should like to see women swear off from telling their troubles to their friends and then wondering how on earth such a thing could ever have gotten out.

I should like to see shop girls swear off from trying to be imitation society ladies, with mopy hair and pinchbeck jewelry, and be respectable working women. It is just as honorable to stand behind a counter as it is to stand up in a ballroom, and a deal less laborious.

The message of the New Year to all is: "Now, will you be good?" I should like to see us all live up to it and keep our resolutions.

Dorothy Dix.

The Stale Loaf.

It is the popular impression that stale bread is hard and dry simply because it has lost the water it contained when fresh. It has been shown, however, that the loss of water is comparatively slight, so that some other explanation is necessary.

Whatever the change it begins shortly after the bread is baked. Good fresh bread has a crisp crust and an elastic crumb, but before the loaf is a day old the texture has changed. The crust has become softer and the inside appears dry and crumbly.

Boutroux maintains that this apparent dryness is due to the shifting of the moisture from the crumb to the crust. When first taken from the oven the dry crust cools quickly, but the moist crumb retains its heat much longer. Gradually, however, as its temperature falls to that of the surrounding atmosphere, the moisture tends to distill outward, leaving a comparatively dry crumb and moist crust.

In support of this theory, common experience shows that if stale bread is put into the oven for a few minutes it regains something of its fresh consistency—a crisp crust and moist crumb. This simply reverses Professor Boutroux's proposition; in other words, the moisture is driven back into the crumb. However, such warmed-over bread lacks the elasticity of the fresh loaf, and the interior crumbles as easily as before it was reheated. This is supposed to be because the starch has undergone a chemical change, the nature of which is not clearly understood.—American Miller.

Give the clerks that need it a gentle hunch that straightening up stock is better athletics than rooting at a baseball game. It will help the trade more, too.

Girl Stenographer Who Notices When Dining Out.

Written for the Tradesman.

I'm only a stenographer in an office, so am in no sense of the word "out in society." My father and mother were obliged for years to struggle along in poverty. Things were not always with us as they are now, as far as earthly possessions go, but when I was a child my father lost his all, through the rascality of a scheming partner, and he never recovered his ambition. Things went from bad to worse with us. After Father lost his mental grip, his physical strength seemed to slip away from him, also. The family lived from hand to mouth until my sister and I got old enough to begin to lighten the domestic burdens and then the future took on a rosier tinge. A rich relative put it in my way to take up stenography. I mastered it sufficiently to be able to draw \$12 a week at the end of three years and now have the promise of a raise at the coming New Year's. My sister (younger than I by some five years) earns \$6 a week in a shoe factory. We remember our former hard times and are just as frugal a couple of girls as you will find in Grand Rapids. We put in the bank all the money we can possibly spare from actual necessities. We dress simply for our work, but we each manage to keep on hand, always, a nice tailor-made gown and a silk petticoat and a stylish plain hat. We take the best of care of our clothes, so are able to make a better appearance than if we switched them right out.

Well, this isn't exactly what I started out to say, which was that our parents brought us up well, so that my sister and I know good manners. Although too poor and too busy to belong to a fashionable set, we know gentle ways from our people, who have taught us by example as well as precept.

Once in a while, on a birthday, or something of that sort, my sister and I dress ourselves in our bravest and go to the Pantlind to dinner. We are accompanied, on such occasions, by a young man who is a cousin of ours and who lives next door to where we do. So we have our escort. Our cousin is very nice to us and we are greatly fond of him. He is jolly company and is always just as attentive in his manners to us as if the three of us were a lord and ladies.

When we go out together so, we all expect thoroughly to enjoy our surroundings. We take our time to eat, and, without seeming to notice, we do notice everything that goes on around us. And it particularly amuses us to observe the customs of the people whom we know by sight—people who are acknowledged by common consent to be leaders of the "best" society.

Well do I remember one little occurrence:

We three were quietly seated at a side table. Our order had been taken and we were waiting to be served, so there was a lull in our proceedings.

We were seated in the French

New Year's Greeting

A Happy and Prosperous New Year to all Our Customers and Other Friends

Straub Bros. & Amiotte
Traverse City, Mich.

We wish you a happy and prosperous New Year, and we can assure you it will be if you handle our line of candies.

Hanselman Candy Co.
Kalamazoo, Mich.

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.

ESTABLISHED 1872.



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

Jennings Flavoring Extract Co.
Grand Rapids, Mich.

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

Room. There seemed to be some little buzz of excitement at the entrance of the next room. Everybody's neck seemed to be craning as far as politeness would permit—and some were twisted beyond the limit. Along came, pompously stepping, a portly gentleman, preceded by a haughty dame with a very long train, which her husband was doing his worthiest not to walk on. They made a regular procession of themselves, and here and there one could hear a whispered, "There come Mr. Blank and his wife." Their coming had evidently been heralded, for they were conducted—and obsequiously, too,—to a big round table, that was next to the one at which our humble trio happened to be sitting.

We pretended not to see them, but we could not but be conscious that just as My Lord and Lady entered our room he forgot all about his wife's peacock dress and planted a heavy foot on the hem, and then the other came ponderously down, each leaving a footprint on the velvet all too generous in proportions.

Over the lady's face stole a look of extreme vexation, as she backed up to loosen the grip of the great feet. The husband's face also flushed an angry red, as he realized his literal "faux pas." He got off the train speedily and with what grace the circumstances would allow, mumbling, we could conjecture, some sort of apology to the injured party.

Soon the couple were joined by two other fashionables and their husbands.

From the removal of their wraps and overcoats the six were the focus of all the inquisitive eyes in the two rooms. The sextette seemed to regard their entrance like that of the star in a play.

After much bustling and rustling they were all in their places, and then began the ordering of the dinner, accompanied by another flourish of trumpets. After this was over they deigned to notice the surrounding world by a condescending nod here and there as they recognized an acquaintance and a supercilious glance as their eyes rested on any they did not—or would not—know.

The soup arrived shortly. Into this two of the men broke the crackers, making a sloppy mess and scattering crumbs right and left, some flipping over into the lap of one of the ladies. During the process of the meal I noticed several other acts not to be found recommended in any "Book on Manners at the Table." One of the men forked the first olive he ate. I kept my eye furtively on him, and this way of replenishing his supply of the article must have been habitual with him, for it was the only method he pursued in satisfying his taste for the toothsome edible—and he ate about fifteen, for there was a little mountain of pits on the tablecloth by his plate! One of the ladies liked the lettuce leaf under her salad. And the one who had her dress walked up had her nose itch just as she got a piece of butter on her knife—and, what do you think! Well, she just proceeded calmly to

ally the disagreeable sensation, not troubling to disengage her hand of the knife! Since then, whenever I see her lolling in her cushioned carriage, I can't, for the life of me, help seeing, also, a dinner knife stuck in the air above her nose at an angle of 45 degrees, with a dab of butter on the end of the blade in perilous proximity to her fluffy old pompadour!

'Twas once said, in the funnygraphs of a certain newspaper, that "Home is that dear place where you can crumb your crackers in your soup." There was some more to it which I have forgotten, but I never see a person doing this without "Home is that dear place" running through my mind.

Bad enough in one's very own domicile, but this wasn't even home where the mistakes occurred which I have mentioned. And when I beheld their committal I thanked the lucky stars of our party that, if we had not been born with a silver spoon in our mouth, we at least knew how to use one when Fortune threw it our way.

Janey Wardell.

Woman's Force of Habit.

A young woman, while shopping in Brockton recently, approached a clerk in a furnishing store there in quest of collars for her recently acquired husband. "What size," asked the clerk. "Well, I—er—I—what size are they wearing this summer?" was her sweetly cooed query. The clerk is reported convalescent.

Sorrows give strength.

Humbled by His Dignity.

In the early days of Springfield, Mo., a preacher bought some sausage for lunch one Sunday and took it to church with him. He carried the sausage in the back pocket of his coat, and a dog, catching the scent, followed him. Every few feet the preacher would kick backward at the dog without looking around. Arriving at church the preacher began the services and the dog lay down behind the altar.

A few minutes later one of the deacons stole quietly up behind the preacher, intending to hand him a sheet of paper, and pulled his coat tail. Without glancing back the preacher gave one vicious kick and sent the deacon rolling down the altar steps on to the dog, which set up a terrible howling. The preacher, still looking straight ahead, said:

"My friends, this thieving scoundrel has been trying to rob me ever since I made a purchase at the butcher shop before coming here."

When the preacher discovered what he had done he dismissed the congregation and went outside to kick the dog.

Look at the clock in the evening after the day's business has been closed. Forget the time entirely before that, unless it is time for meals.

Some people will go out of their way to tell the truth, especially if it is unpleasant.

Diplomacy sometimes consists of saying nothing at the right time.

First Highest Award

The complete exhibit of the

Dayton Moneyweight Scales

at St. Louis World's Fair, 1904, received the

Highest Award and Gold Medal

from the jury of awards and their decision has been approved and sustained.

The Templeton Cheese Cutter

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LACK OF ART

In Employment of Labor and Management of Men.

Written for the Tradesman.

Art suggests pictures, sculpture, architecture, landscapes and those factors in life which appeal to the esthetic side of our natures. In considering human relationship to art we call to mind names like Michael Angelo, Mendelssohn, Sir Christopher Wren, Ruskin, Morris, Ben West, Downing and Turner. The thoughts are lifted above the common things of life and we are apt to mold our conceptions of art by a touch upon the sensibilities that recoil from that phase of life which has to do with "getting on in the world." My thought in this brief article is to call attention to a phase of art which touches the common occupations and the method of which helps to smooth the ordinary foot-paths of life, and I am not certain but that if we should mingle our conceptions of art with the things we see and do in our accustomed movements it would lighten many of the things that now appear to us as the merest drudgery.

Some years ago when the reaping process was with the cradle and the gathering of the grain into bundles was accomplished by harvest hands who followed closely after the reaper, it was considered a matter of credit to be able to rake and bind after an expert cradler and always take the last cradle of grain as it was deposited by the reaper, thus keeping close at his heels during the entire day. I recall some stories of remarkable days' work in raking and binding, and how much depended upon deftness in handling the rake and making the band.

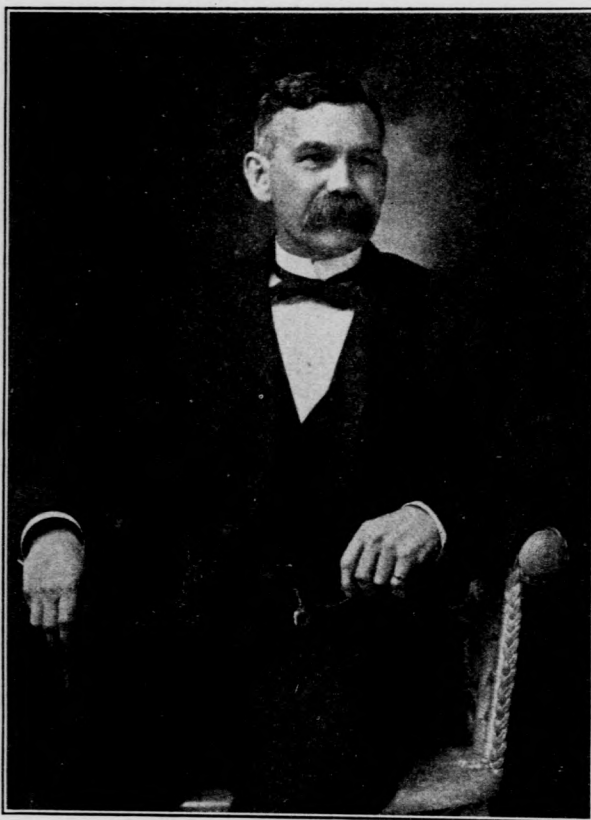
Two Swede girls came into our neighborhood and applied for work in the harvest field, following day after day the reapers and easily keeping up with the most expert men in cutting down the grain. They seemed to do their work so much more easily and with so much less fatigue than the average man in the field that it was a matter of wonderment for some time how these girls could do so easily that which required all the possible energies of the men in competition to keep up with them. Observation of movement, however, finally solved the problem, for it was found that these expert young women in the making of every band saved two movements over the men who were working alongside of them. In other words, the ease of their accomplishment depended upon art in handling the rake and band. These girls would make poor work of hanging pictures in a gallery so as to bring out all their possibilities, but their art in the field awakened admiration and filled a place as interesting and important as the method of the gallery.

A park superintendent in one of our cities planned out a lot of grading and applied to the city authorities for a sufficient fund to complete this work in accordance with his plan. The appropriation, when he finally secured it, was only two-thirds of the

amount which he estimated would be necessary to do the work. His great desire to accomplish his purpose led him to think out very carefully a plan that would possibly accomplish the result within his appropriation. In furtherance of his object he changed his plan of handling workmen. Previously he had his wagons follow each other in such a manner as to keep the shovelers during the entire day in active work. There was never any waiting for a wagon. His change of method put his shovelers in three gangs. Each set was required to fill the box one-third full, and then the driver passed on to the second gang, which put on another third of the load, when it finally passed to the third set of men, who completed the filling of the box. Each time the men were told

the National Gallery of London.

A friend of mine just in the suburbs of our city has a beautiful garden in the rear of his house, and as I travel through the back alley I am always delighted with the perfection of every appointment about this bit of ground. I have watched him in his occupation of making this perfect garden and in the handling of the rake and hoe. I notice there is no waste in movement. He does not take his hoe and go over the ground and then follow with his rake in order to make a perfect job, as many another gardener does, but with his rake he always works backward in the row, leaving a perfect surface without a footmark upon it, using first the back and then the pointed side of the rake, never wasting a movement and making every motion



Charles W. Garfield

before the following wagon came in place to straighten up their backs, and so between each third of a load lifted into the wagons each gang of men rested for a moment and relaxed their muscles.

It was a little thing to do, but the men felt they were having an easier time and that a proper concession had been made to their feelings. The superintendent, in speaking of the result of this bit of art in connection with the handling of his labor, said that he accomplished his work for two-thirds of the money involved in his estimate and the men all felt that they never had so easy a job of shoveling. This bit of art in practice was as truly art as that ability which Turner used in developing those "marvelous" pieces which adorn the room named after him in

carry out his plan. This man would not know whether our Soldiers' Monument was an appropriate piece of art to commemorate the great events of the Civil War, nor would he have any distinct view with regard to the making of a landscape out of shrubs and trees, taking the billowy clouds for a model. Still he is putting art into his work effectively and the results appeal to the artistic side of those who observe.

The other day I watched a gang of men who were building a cement sidewalk under the direction of a foreman. With the competition in this kind of work nowadays the margin between the cost of a job and the amount paid for it is so small that the proper handling of labor is the great factor. The contractor who had this job will wonder at the

end of the year why he has nothing to show for the year's work. Still I could tell him it was simply a lack of art in the employment of his labor. While I watched, every man seemed to wait for every other man. The tools were always in the way; the right tool was never at hand for the right kind of work; a pail was used to handle dirt when a wheelbarrow would have been far more effective; a shovel was used to dig hard ground when a pick should have been employed. Almost every day as we go about watching men at work on different kinds of improvement this lack of art in the management of men in connection with the various kinds of labor is very noticeable. The man who can handle men so as to get the largest results with the least possible friction may not have ability to say why the rock work in Campau Park is inappropriate to a piece of landscape art of that character, but he does know how to put art into his daily management of labor, and it is effective, appealing to the artistic sense of many of us who are simply observers.

Occasionally a day in my business movements I go by a window where a young girl is engaged in washing dishes. This seems to be her field of usefulness in the world. She always wears a smile and in answer to my question of what makes her so happy, she replies that she enjoys her work. I find upon further enquiry that the enjoyment in this apparent piece of drudgery comes from the art she employs in the details of the work. In clearing her tables she disposes of her dishes according to a plan, and as she washes them she has a regular routine to follow, and as they are finished and ready to be taken away the piles always exhibit an artistic sense. In gradually perfecting this plan she has learned to get real enjoyment out of work that to most people would seem very irksome. This young girl would probably fall into the error, from the artistic standpoint, of enjoying congregational music at church in preference to the perfect musical rendition by a soprano soloist, and still she has a certain conception of art and puts it into practice, which makes a strong appeal to most of us.

Not long since I was impressed by an observation made in connection with a bit of house cleaning. A room was to be renovated, evidently the living room, in which were a multitude of articles which were to be taken out and put through certain methods of purification and returned to their proper places. The piazza and the ground near by were the places temporarily used for the custody of the articles. When the room was cleared the place outside exhibited a chaotic condition, and during the removal I noticed that very many of the things were moved the second time in order to give place for others. When the returning process was entered upon there was the greatest waste of time and patience because nothing seemed to be the thing that was wanted at the min-

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ute. The emphasis of the lack of system was most noticeable in connection with the books. It was important that they should be placed in the same order in the cases which prevailed before the removal, but no thought of this was in mind when the books were taken out, and the time occupied in getting the arrangement effected was sufficient to complete the entire rehabilitation of the room under an efficient and thoughtful plan.

The lady who was in charge of this piece of work is a connoisseur in art, that is, in certain lines of art. She understands the proper disposition of bric-a-brac so as to secure the most artistic effect. She has definite and very proper views with regard to the height for hanging pictures of certain styles and shapes. In the selection of paper hangings and rugs and drapery no one of my acquaintance has a keener perception of art. In the face of this fact, it seems to me that the art which would be most effective in the renovation of the room is as important a factor in making things run smooth in human life as the other style which she possesses in such perfection.

Not far from where I write is a livery stable in which is employed a young man whom I have watched many times as he hooked up the horses to the vehicles which were sent out from the stables. He harnesses a horse and attaches him to a carriage more quickly and with less friction than any one I ever saw. He is an expert in his business. In talking with him about it one day I asked him how he acquired this deftness and if it was appreciated by his employers. He replied that he had made the matter of rapidity in this work a study. He counted his motions in connection with taking a horse from his stall and having him ready for the driver, and had gradually eliminated every unnecessary movement. He had arranged each movement with reference to every other one, so as to have it most effective, and he had reaped a keen satisfaction in the results. As to the question of appreciation, he thought he was appreciated by his employers, perhaps not so much in a monied requirement as in certain expressions of satisfaction and commendation. He knew, however, that the art put into the work was appreciated by the horses. They seemed to understand exactly the order of movements and aided in various ways the rapidity of accomplishment. This young man has not very much sense of art in his dress. He would never think of making the color and shape of his necktie accord with the articles of wearing apparel. It would never occur to him that a low, broad hat would suit his anatomy better than a high or peaked one, yet it occurs to me that his art, which he understands and utilizes so well, is as truly art as the other acquisition would be if he had acquired it.

In this busy world if we can only feel our responsibility in a manner to use, to the utmost, our abilities,

the daily prayer of the desire to be useful and faithful in the world will be answered. In the development of this thought I am glad to see so many artists carry on the common occupations of life, and if their methods do not appeal strongly to a class who do not appreciate the fact that art is an important concomitant of the ordinary occupations of life, I can simply regret their lack of education.

Possibly I have made an error in the caption of this article; perhaps it should have been gumption.

Charles W. Garfield.

Men Who Fall Overboard.

A big business has not inappropriately been described as "a steamship bound for a port called Success." It takes a large force of men to operate this boat. Eternal vigilance is not only the price of liberty, but it is the price of every other good thing, including steamboating. To keep this steamship moving the captain requires the assistance of hundreds of people who have a singleness of aim—one purpose—a desire to do the right thing and the best thing in order that the ship shall move steadily, surely and safely on her course.

Following up this comparison of a big business to a steamboat The Philistine says that, "curiously enough, there are men constantly falling overboard. These folks who fall overboard are always cautioned to keep away from dangerous places; still there are those who delight in taking risks. These individuals who fall off and cling to floating spars or are picked up by passing craft usually declare that they were 'discharged.' They say the captain or the mate or their comrades had it in for them. I am inclined to think that no man was ever 'discharged' from a successful concern—he discharges himself.

"When a man quits work, say, oiling the engine or scrubbing the deck, and leans over the side calling to outsiders, explaining what a bum boat he is aboard of, how bad the food is and what a fool there is for a captain, he gradually loosens his hold until he falls into the yeasty deep. There is no one to blame but himself, yet probably you will have hard work to make him understand this little point. When a man is told to do a certain thing, and there leaps to his lips, or even to his heart, the formula, 'I wasn't hired to do that,' he is standing upon a greased plank that inclines toward the sea. When the plank is tilted to a proper angle he goes to Davy Jones' locker, and nobody tilts the fatal plank but the man himself. And the way this plank is tilted is this: The man takes more interest in passing craft and what is going on on land than in doing his work on board ship.

"So I repeat: No man employed by a successful concern was ever discharged. Those who fall overboard get on the greased plank and then give it a tilt to starboard. If you are on a greased plank, you better get off from it, and quickly, too. Loyalty is the thing—faith!"

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Conversation No Longer Considered an Accomplishment.

However much we all disagree in many things, the opinion of the world is the same in two respects. In these dawning years of the twentieth century we all agree that letter writing as an art is a forgotten one, and that society meets no longer for conversation. Why should these delightful accomplishments, we are sometimes tempted to ask ourselves, be as much out of date as a stage coach or a sedan chair? Many causes may occur to us, but perhaps the true reasons are that the world has grown both material and childish, and that leisure is a commodity that no man or woman possesses. Few people now can waste time on cultivating the graces, and conversation is distinctly an intellectual grace.

"The difference," Dr. Johnson observed, "between a well bred man and an ill bred man is this: one immediately attracts your liking, the other your aversion," for, as Drummond wrote, "Courtesy is said to be love in little things, and the one secret of politeness is to love."

These moral graces have been sadly lacking in late years. "Gentlemen and ladies," as has been bitterly said, "have become sadly out of fashion." The doctrine that Ruskin held, "that a gentleman has no need of self-command," is hard to credit.

Perhaps nothing unveils the soul more completely than conversation. Johnson said: "Depend upon it, it is when you come close to a man in

conversation that you really discover what his abilities are."

Rousseau wrote "that the tone of good conversation was flowing and natural, that it was neither heavy nor frivolous—that it was learned without pedantry, gay without being noisy, and polite with truth." To these eighteenth century views we ought perhaps to add, good society should be simple and unostentatious, and, in these days, educated.

But as there must be material supplied for making gunpowder, so must there be material collected for pleasant conversation. All knowledge, if given pleasantly, is delightful. A genuine knowledge of birds and beasts gives to a country walk a new charm, whilst learning in history, as Fuller wrote, "makes a young man to be old without wrinkles or gray hair, and gives him the experience of age without either the infirmities or the inconveniences thereof."

The form of sloth that Lord Bacon complained of is rare. Few men now adorn their intelligence out of affectation, and even simple men have mostly lost all admiration for study for mere study's sake. The only thing that goes on, and will always go on, is that wise men know how to use their learning, and how to bring it home to others pleasantly and effectively.

"Listening," as has been justly said, "is almost as great an art as talking," sympathetic attention is the soil on which speech must germinate and root, and hurry and scramble kill

such germination quicker perhaps than anything else.

Some of the charm of the old French salons has been justly ascribed as much to the listeners as to the talkers. "There is an eloquence of heart, and it often belongs as much to him who listens as to him who speaks." "Sympathy, habit, pleasure, love," these are all necessary for good talk and pleasant intercourse. Perhaps it was easier to find such conditions when society was smaller, when people met oftener, and at the same house, to enjoy conversation. Now men and women live in a whirlwind of pleasure, and individuality is often lost. Society also suffers in London because it is almost always composed of one sex. Every year men dislike more and more going out and have to be bribed more and more heavily to accept invitations. "We can not get men to dinners, to dances, anywhere, in fact, where there is not something to kill," is the despairing cry of the hostess. And how much less to stay and talk? What country house is there now about which could be written what John Evelyn wrote of Penshurst, "A place famous for its gardens, excellent fruit and the noble conversation which was wont to meet there."

Such houses are delightful memories, and if each one of us can recall such a one, we are the richer for it. In these days of bridge, small passions and general lethargy, it is well to have come across such high examples and to realize with Marcus Au-

relius that it is possible "to live in a palace and to live well."

It can not but be regretted that women have lost the art of talking. In the seventeenth and eighteenth centuries, and long into the nineteenth it was accounted a charming accomplishment.

While we converse with her we mark No want of day nor think it dark, Waller wrote in the "Night Piece." Grace and a brilliant wit were once accounted of as great importance as a fair face or "gracious form." "A body all grace, and all sweetness a mind," was the old world theory of a charming woman, and perhaps there are even now higher ideals than the female gambler or the boy woman, who, after all, is but a second hand copy of her brother, man.

If we could be less worldly we might be happier, not only in our daily lives, but in our pleasures, and employment might be reaped, "like ripe ears of corn." Such a harvest would tend to our own development and make us realize that amusement and education are not hostile spirits, but trained can walk in pleasant company, and "make us count each birthday with a grateful mind." So we might discover that our friends can be not only our best professors, but our brightest books, and that if some "discords make the sweetest airs," so frank talk, gay discussion and friendly dissensions make the best mental bread for reasonable beings to feed on, and afford the truest rest for tired hearts and brains.

Catherine Milnes Gaskell.

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LOOKING BACKWARD.

Boy's First Journey Into the Great Wide World.

Chapter IX.

For a long time Texas had looked good to me as a place where a boy of moderate industry could pick up a decent income detecting train robbers, bringing them to justice and collecting the reward. At least, that scheme was a snap in the Youth's Detective Stories; but once within the Lone Star regions things were different. The only robber I bumped into eluded my vigilance. He found me a tapioca with seedless raisins in it.

One bleary afternoon in March I landed at Galveston, the sole proprietor and manager of \$6, earned as a steamship food passer on a trip across the gulf. It was my first experience in the food flinging line and, while the passengers did not get all that was coming to them, I had fared pretty well. The steamer picked me up, a footsore and hungry tramp, at a jay seaport in Louisiana, for the round voyage to Vera Cruz. By the time we reached Galveston, homeward bound, I was fed and rested and cheery. The negro steward who tutored me in food passing as an art wanted me to linger and be of use to him, but I spurned the proposition, demanding my pay, and went ashore. He had a lot to say about ungrateful white bums.

While I didn't look much like a sailor, I felt and acted the part. The odor of dishwater and prunes, instead of tar, pervaded my youthful being, yet I walked with a nautical roll, ever and anon giving my greasy trousers a hitch and squinting up at the sky. For an hour or two I loafed about the wharves talking of my travels with oyster openers, crab fishers and unemployed crap shooters, who are to be found in large herds at Southern seaports. That evening I dined on raw oysters at an open faced cafe built against a wharf shed, and told the proprietor many interesting things about Vera Cruz. My ship anchored three miles from shore during our stay at the Mexican port. I remained on board the entire time and a dense fog prevailed night and day. Still, as the restaurant man had never been to Vera Cruz, I was able to tell him all he wanted to know about the place.

Being a thorough seagoing person, as I thought, the only place for me was on the water front, so I hove to for the night at the Mariners' Retreat. This snug haven for sea rovers was a one story shack squeezed in between a green hide store and a saloon that had a heavy list to starboard. Even on the outside the building wore an air of happy, careless intoxication. My new friend, the oyster man, steered me to the Mariners' Retreat, which displayed a signboard executed in oil by a barn painter who had the true conception of sailors. The one he depicted wore wide, flat trousers, a flat hat with ribbons dangling from the brim, and his shirt was open almost from the waist line. This decollete effect was

necessary to display the topmasts of a ship supposed to be tattooed on the bosom of the mariner. In feature the man on the signboard resembled Tom Sharkey, only his expression was more spirited and lifelike than Tom's.

The interior arrangement of the Retreat comprised four rooms, two on either side of a hall, with kitchen and dining room at the back. Each room contained two double beds. The front door opened on the street and just inside the portal sat a withered little old man, with the lower part of his body embalmed in a horse blanket. On his head he wore a seaman's wool cap, and under his chin a narrow fringe of pale sandy whiskers of the kind known as Scotch shrubbery.

"Did you want to say good-night to grandpa?" he squeaked in a rat-like voice.

"Who is grandpa?" I asked, wondering if he were a mislaid relative of mine.

"Me," said the little old man. "Guests must say good-night to grandpa before turning in. It's a rule of the house. Twenty-five cents. Have you got the money?"

"O!" I said, "'good-night' means to pay in advance. Sure. I've got the price."

He looked at me sideways while I exhumed a loose quarter from my raiment and placed it on the table. Kicking his thin legs out of the horse blanket grandpa picked up the coin and the lamp and started to lead me along the hall, when he paused as if held up by a sudden thought.

"Have you any change?" grandpa asked courteously. "So many guests spring large bills on me and I can not go out for change."

I told him I had \$6 in silver—my pay day on the steamer.

"How fortunate," chuckled the old gentleman. "You can break this \$5, if you'll be so kind."

Five of my silver dollars were exchanged for the bill, and grandpa showed me to my cozy apartment in one of the rear rooms. There was just space between the beds for a fellow to stand and peel. Chairs were deemed a needless luxury in the Retreat.

"Now, sonny," said grandpa, holding the light in the doorway while I disrobed, "you can sleep on the front side of this bed. Like as not there'll be no more guests. And for 25 cents you may have a nice breakfast in the morning."

With that the kind old man backed away and once more settled down in his horse blanket at the front door. By the light of a hall lamp thrown over the low partition I crawled into bed, first placing my purse in my vest and hiding it beneath the sheet under my shoulders. It was daylight when I awoke, feeling much refreshed. The other bed was empty, but showed symptoms of having been occupied. Hearing a noise at my back, I turned over and found a dark browed, stocky man, fully dressed, even to his shoes, lying on the bed between me and the wall. On see-

ing me awake the stranger bade me a cheerful good morning, crawled out and sat on the side of the bed.

"Will you be so good, young fellow, as to lace and tie my shoe?" he added. "I've got a lame hip on one side and can't bend low enough."

"Certainly, sir," I replied, willing to oblige the afflicted. "It's a terrible thing to be lame, sir."

Hopping out I knelt down to lace the shoe. While at work on that labor of love I was pained and shocked to detect my faithful vest lying on the floor under the bed. With a horrible fear at my heart, I hauled out the vest and found the purse, empty and turned inside out, stuffed back into the pocket in which I left it.

"Look at that!" I gasped. "I've been robbed in the night!"

"Well, I declare if that isn't so!" exclaimed my bed partner, equally astonished. "This is a wicked town, and no mistake. Must have been the fellows in the other bed. They went out early. I am glad you don't suspect me."

Thanking me for my kindness the alleged lame man limped out of the room, leaving me to wrestle with some afterthoughts. What puzzled me was how the vest got from under my body and took a header to the floor without disturbing my repose. That I had been touched was plenty plain and clear, but when and by whom was the mystery. My pillow was in place, but the lower sheet was gone from my side of the bed and lay in a sort of windrow down

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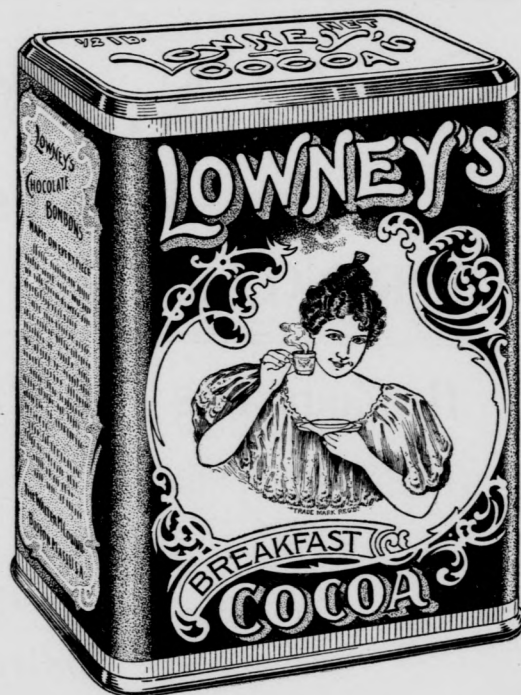
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the center of the couch. That ex-the center of the couch. That ex-the back had rolled me for my roll. By pulling the sheet away inch by inch he caused me to turn the other way in my innocent slumber until the treasure vest was within his covetous grasp. I awoke before he could get away with the swag and the shoe game was but a cunning subterfuge. He wanted me to discover the looted vest under the bed before he departed, and thus divert suspicion from himself. Neat work.

My wardrobe was intact for the reason it was not worth stealing, and I had no baggage. After dressing I went into the hall to confide in grandpa, but he was off watch. In the kitchen I found a good looking but dissipated young man making things, the odor of which was maddening to a hungry and bankrupt boy.

"Who runs this outfit?" I demanded.

"What has that to do with you?" retorted the chef.

"Lots," I said. "They robbed me in there last night—took every cent I had and pushed the bottom of the purse up into the place where the money used to be. There it is. Look at it."

"Well, I'm sorry for your tough luck," said the cook in a soft and, it seemed, complacent voice. "I own this place, but sleep elsewhere. The old man you saw last night is the watchman. Did you request him to put your valuables in the safe?"

"No, sir; I didn't know you had a safe."

"Then I'm afraid we can not help you any," he replied, sadly, and ignoring the safe query. "You were careless, but you needn't pay for your lodging."

"To-night?" I asked, eagerly.

"No, last night."

"Why, I paid for that in advance—said good-night to grandpa," I added, with a ghastly attempt at humor.

The cook laughed, turned his fat back on me and prodded the good things on the stove. He was guying me and, rather than stand for that sort of a thing, I went out and walked around the block. In one respect I was a fullfledged mariner. The sharks cleaned me out the first night ashore, and once more I was up against the starvation gag.

About the middle of the forenoon, tired, disheartened and hungry, I sneaked past the Retreat. My late bedfellow, now half drunk, stood in a cocky attitude in front of the place. One hand rested on an awning post and the other on his lame hip. A row of brown cigars protruded from his vest pocket, and his hat was canted over one eye.

"Hello, bub!" the Boss Dip said in a disgustingly familiar way. "How much did you lose last night?" just as if he didn't know.

"It was my all, sir—all I had in the world—\$6."

"Don't let that worry you," he said in fatherly accents. "All you can buy with money is whisky and

tobacco, and such things won't do you any good. Cheer up."

And thus I left him in the enjoyment of his ill-gotten wealth.

On first leaving home, I was desirous of procuring employment, so my letter of introduction stated. Now I wanted a job. A swift canvass of the town disclosed but one iron foundry in an active state of eruption. This was an amateur industrial outfit in class B, resembling a box car with a funnel sticking up at one side. All the same, it starred the name Vulcan Iron Works on a board longer than the building. There was but one person Vulcaning in the place—a meek looking man in spectacles, who had the air of a blighted being. He was molding grate bars for the sawmill district, and from the pattern layout I judged that was the chief product.

"Is the foreman about?" I enquired of the blighted being.

"I'm him," he replied, actually blushing. "What can I do for you?"

My needs were soon explained. I told him my hard luck story from top to bottom.

"While I'm foreman here," he confessed, with another blush, "they won't allow me to hire any one. I do all the work myself."

"And boss yourself, too?" I enquired, in a burst of astonishment.

"In a manner of speaking, I have my own way pretty much," he confided. "I do all the work, load the melting furnace, melt the iron, and on casting days the owner hires a couple of niggers to help me with the ladles. For years I wanted to be a foreman, and this is it," he half sobbed, "making these bloody grate bars. Enough to drive a good man daffy. But, say, I can get you a job on the outside if you'll take it."

Of course I would in a minute, so

the unhappy boss of himself wrote me a note to the superintendent of the street car system.

"That man Walsh is a friend of mine. I once saved his life, and he'll do anything for me."

Mr. Walsh read the note and with bad grace, I thought, set me at work with a bunch of dagoes shifting a section of car track. The road was ballasted with oyster shells, which had to be chopped loose with pickaxes. At the end of two hours of brilliant achievement we came to a switch, and, while a couple of dagoes worked with crowbars for a pinch lift on the switch frog, I straightened up and rested my hands on my hips. My spine, too, needed a change of scene. That move was the cue for Mr. Walsh, who popped out from somewhere.

"Say, young fellow," he growled, "we haven't work enough, it seems, to keep you busy. Come to the office and get your pay."

I protested I was only waiting for the bar men to lift the edge of the frog, so I could get my hands under and help raise it, but the highly indignant Mr. Walsh fired me just the same. He could not well ignore the request from the man who saved his life, but there was nothing in the bond to prevent Mr. Walsh giving me the grand bounce on short notice, and I got it. He paid me off with 30 cents' worth of street car tickets—two hours' work at the rate of 15 cents per. That helped some, as there was no "Seeing Galveston" car in those days.

Had the peculiar significance of 30 cents been established at that time I would, perhaps, have told Mr. Walsh his life was worth just what it cost him to discharge the obligation he owed the foundry foreman. But alas! I was shy on repartee, the

same as other necessities of life, so I hit the trucks of a passenger train to Houston. Charles Dryden.

The cynic gets his opinions before the mirror.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.



We get cash out of your goods

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

NEW IDEA SALE

C. C. O'NEILL & CO.

270-272-274-276 Wabash Ave. CHICAGO.

"Oldest and most reliable in the line."

You have had calls for

HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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

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



One Day in the Life of a Shoe Dealer.

I rose at 7 o'clock and ate a light breakfast of oatmeal, coffee, toast and one poached egg. But, then, of course, that really has not anything to do with a shoe dealer's day, any more than anybody else's day, and it sounds a good deal like the usual description of the last day of the condemned. I don't want to be understood as considering myself in that class because I happen to be a shoe dealer.

I like the business with all of its perplexities. I fancy that most retailers who see only the distressing parts are those who have no love for the business anyway, and find nothing pleasant in it. When such men are successes it speaks mighty well for the business, for no business man deserves to succeed who is not in his business heart and soul.

I am.

But, as I said, I ate my breakfast, and at 8 o'clock started for the store. I am sole proprietor, but have a head clerk who gets a percentage of the profits for a salary, and we, together, hire a salesman and a boy. We four run it.

On the way down a man came running across the street to me. He had a misshapen bundle in his hands with newspaper wrappings, and tied up with about half a ball of twine wound around it in every shape. The bundle was also pinned with some six or seven pins. I would have known it for a home wrapped shoe bundle anywhere.

He was one of our country customers who had just driven in. "Here's a pair of shoes from your store, Mr. Plank," he said. "I took home two pairs, and paid for one, so's to see which would fit, and this is the pair that didn't fit. The others are all right. Good-bye."

It never occurred to him that I might not be going to the store, and that, perhaps, I don't usually carry bundles around, or any of those things. I was his shoe dealer, and I could receive returned goods on the street as well as anywhere. He was a jolly, good fellow, a good customer, and I didn't mind a bit, only I could not think of his name, and it took me nearly a half hour to identify him among the approval slips, after I got to the store.

The boy was sweeping out, under the rather fault-finding direction of the clerk, when I got to the store. He had the line of dirt swept only as far back as the men's department, and all of the rugs and carpets were scattered out on the sidewalk, waiting their beating and sweeping. He was pretty late, but I knew he was out at the Catholic fair last night, and he stands in pretty well with the trade down there, so I didn't find any fault. The clerk did, though.

I noted that, although the little

clerk was so late, the salesman hadn't been helping any. It occurred to me that without saying anything I could give a little object lesson, so I went back and got a broom and tackled the dirt line vigorously. Then the salesman suddenly got busy, too, and in short order everything was cleaned up. When we had got the dirt back as far as the "heavy work" corner a man came in for a pair of grain boots. We have quite a little trade on them.

He had bought the kind we sell before, and without trying them on he took a pair in less than three minutes, and paid four nice silver dollars, one of which was profit. The entry looked so nice on the cash sales book:

"1 pr. Grn. boots, \$4-\$1."

That's the way we keep our cash salesbook, then we know at night just what we have made or lost on the day, because, in another place we keep account of the little miscellaneous expenses like freight and cartage, which at night we subtract from the profit. Sometimes the result is quite cheering; sometimes it isn't.

I always like to have a nice entry to open the day with.

The dusting was nicely finished when the first delivery of mail came in. There wasn't much besides two postal cards, announcing the coming of two shoe salesmen, and a bill of the goods which we got last night by express. The cases had not been unpacked, so we all took hold and unpacked them and marked the goods, cost mark in cipher and selling price in plain figures.

While we were hard at work the head clerk came in. He had been out of town over night—to see a girl he has in the next village, I think, but I never pry into those matters.

We don't usually consider Wednesday a very good day for the trade, but it seemed to be a day that the farmers could get away, for by 10 o'clock we had a store full.

I was amused at a little dialogue I heard between the little clerk and a customer. It was an Indian. There is a reservation a little ways from here and sometimes the reserved Indians come in to trade, but it is usually pretty hard to sell them anything. The little clerk had a squaw with a pappoose in her arms. They don't carry them on boards here, but have them wrapped up in their shawls, for they are pretty well civilized.

The little clerk said: "Something you'd like to buy?"

(No answer, squaw poking along back through the store, her sharp eyes looking everywhere, and with one hand making little dabs at the footwear in sight.)

"Some shoes you like?"

"Uemph!"

"Hey?"

"Ugh!"

"Wantee gettee footey shoe?"

Boots? Moccasins?"

"Ugh! Shoe!"

"For the little pappoose?"

"Enph! Shoe for me."



Best Thing
on the
Market
for
Cold Feet

Our Wool Boot Combinations are justly celebrated for their wearing qualities.

Why? Because the Wool Boots are the best the market affords—made of the best selected materials and fully warranted all wool—guaranteed the best for the money and will give your customers best service.

The overs—either duck or gum in Banigan or Woonasquatucket brands—make the best combination obtainable.

When you have a customer for combinations why not sell him the best? Not only the best looking but the best.

GEO. S. MILLER, Selling Agent

133 Market St., CHICAGO, ILL.

5 and 5 Per Cent.

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

As we are now State Agents for the Celebrated

Hood Rubbers

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

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

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

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

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

"Oh, yes. Now, there's a nice one, just your size and one that will wear."

"Ugh!"

"That's a dollar and a quarter. Fine."

"Ugh!"

"Want to try it on?"

(By this time the little clerk was howling like a Sioux, himself. Something funny about that. When some one in another language doesn't seem to understand our language very well, why do we get to howling?)

"Here's another one for a dollar. Good shoe. Much good shoe."

"Ughmph!"

"Take it?"

Then that squaw just stood and looked around for fully two minutes perfectly unmoved and then she wiggled one brown hand out from under her shawl and it had a single silver half dollar in it.

"No! No!" said the little clerk shaking his head violently, holding up two fingers and pointing at the coin. "Two! Einen dollar!! Zvi of them hallufatollers."

And while he was trying to mix in meatmarket Dutch to the comprehension of that daughter of the Tuscaroras she wandered imperturbably out without paying the slightest further attention to anybody.

Oh, but the little clerk was mad. "But what's the use of gettin' hot over an Injun," he said, "they can't help it."

At half past 10, when we were the busiest, a committee from the W. C. T. U. came in to solicit advertisements for the programme of the Carnival of Nations which is to be given under their auspices in the opera house. All of the committee are good customers of ours, so we had to take a space. The cheapest one was 50 cents, so we took that and considered ourselves lucky in getting off so easily.

It was so busy at noon that while we let the clerk and the boy go home to lunch, one at a time, the head clerk and I slipped over to the Home kitchen and each surrounded one of their "special lunches for business men from 11:30 to 1, at 20 cents."

At 3 o'clock a messenger from the bank came over to say that our account was overdrawn \$172.48.

It was that check we sent the Blank & Blank Shoe Company. I had no idea it would get back so quickly.

There was \$23.50 in the safe left over from yesterday and I skinned \$82 out of the cash register, but we were still shy \$66.98. While we were talking a customer came in and paid \$15 on account. I dusted out the cash drawers and got the \$1.98 and then I slipped over to my friend, the clothing man, and borrowed a check for \$50 of him until to-morrow. I usually calculate better, but it happens sometimes, and our bank isn't accommodating about carrying over the sort of balances which are written in blood.

About 5 o'clock there was a general calm in trade. A man from the

weekly paper came in to tell us that if we wanted to have our advertisement changed he must have the "copy" to-night, so I worked on it until supper time. The head clerk usually writes them, but he couldn't this time because a girl came in to ask him to represent Ireland in the Carnival of Nations, and he seemed to have to talk to her a good deal.

When we footed the sales book at 8 o'clock it footed \$92, with profit of \$18.60. Less petty expenses for the day, \$2.45. So we went home and slept quite placidly.

Simple life, isn't it?—Boot and Shoe Recorder.

Heroic Memories Perpetuated in the National Capitol.

In 1864 Congress set apart the old Hall of Representatives in the Capitol at Washington to be a chamber wherein shall stand for all time representations in marble or bronze of those who have or shall have so influenced the national destinies as to have earned a place in this Westminster Abbey of America. The chamber itself is a historical spot, for for thirty years, and until its dimensions were outgrown, it was occupied by the House of Representatives when in session and was the arena wherein our political giants contended in the days when oratory still counted in national legislation. It is a reproduction of an Athenian theater and architecturally one of our national gems. Here, it was desired, should be placed the statues of the men who, before all others, represent the heroism, the ideals and the statesmanship of American life and American history that later generations, when they behold them, might be inspired by their memory to emulate their example. It was also provided that in this hall each state might place statues of two of those who had been their most distinguished citizens.

It is not certain that this was a wise provision. To those who have been one's friends and neighbors, or among whom one's descendants still occupy the public stage, achievement or reputation may loom high which can hardly be discerned at continental distances or at the end of a long vista of years. As a result of this provision there are already in this national gallery the statues of men who have no place in American history and should have no place in an American hall of fame. If, in future ages, the states which have placed these statues where they do not belong should, as in due time probably all will, develop real historical figures of heroic size, it will be necessary either to deprive them of the recognition which will be due to great service, or degrade the memory of men probably estimable or useful, but not national figures, by removing their statues from the pedestals which they have no right to occupy. The world is still young. Millenniums are before us in which heroes may be born, perform their work, pass to their rest, and leave their memories to be honored by a grateful Republic. There need be no undue

haste in peopling the national valhalla. Only those who are seen to be really immortal should be inducted to places in the Palace of Immortality.

Nowhere else is the principle of "try, try again" more efficacious than in selling shoes and slippers. One try seldom does it.

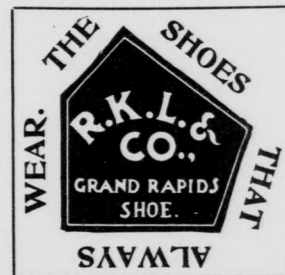
It's a safe rule never to say to the customer before the sale what you would not say to him after the money has passed.

In the long run a man can not get more than he gives.

**TYPHOID FEVER
DIPHTHERIA
SMALLPOX**

The germs of these deadly diseases multiply in the decaying glue present in all hot water kalsomines, and the decaying paste under wall paper. Alabastine is a disinfectant. It destroys disease germs and vermin; is manufactured from a stone cement base, hardens on the wall, and is as enduring as the wall itself. Alabastine is mixed with cold water, and any one can apply it. Ask for sample card of beautiful tints. Take no cheap substitute. Buy only in 5 lb. pkgs. properly labeled.

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



We extend to you our best wishes for a happy and prosperous New Year.

And may your two feet be comfortable all the year around in a pair of our shoes.

THE KIND THAT ALWAYS WEAR

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

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.



The Clerk Who Sells Most Goods During the Holidays.

On the whole, the clerks have risen to the occasion, as it were, and are giving the holiday shoppers the best sort of service. There is no denying the clerks have trials these days. Shoppers are in the throes of doubt, and other shoppers are hurrying and jostling them for attention, and the clerk is asked a dozen questions at once, and finds an unusual ignorance of goods and qualities.

Much of this is accounted for by the fact that people are buying things they know not of at this time. Men are buying ornaments that they have no idea whatever of the merit of. For instance, the merchantwoman saw a lone man bent on purchasing a wrist-bag of some sort, presumably for his ladylove, from the amount of insistence he put into the fact that it must please. He went to the most fashionable store in town, happened to get the very best saleswoman to serve him. She showed him the finest of the new bags, smart black walrus with leather handles, a new Japanese bag, the flat autos, any one of which was the very latest style. But, no, he knew only two leathers, alligator and lizard, and these he must have. You see, he had not been educated up to date. The leather handles he would have none of, in spite of the saleswoman respectfully informing him they were the latest. He wanted a chain handle, and the bag he most admired, unfortunately, had a leather one. At last, after nearly an hour's weary work by the clerk, he took a horned alligator bag, with brass mountings and a leather handle, with the promise that the lady might exchange it if she so desired.

The clerk with the human interest is the clerk that sells goods at holiday time, and incidentally gives out a little comfort and happiness to all those she meets. There is such a lot of sympathy given the clerks, and none at all the shoppers. One would imagine it were a great joy for a woman to drag around in a crowd and vainly strive to get something suitable and acceptable for friends for the small amount of money she has to expend.

You ask a clerk a question and she replies, "I'm busy, madam," with an air of superiority that is intended to impress you with her importance. There are saleswomen who are willing to give suggestions, but who indignantly resent your not accepting their advice. There are others who gauge you by some past purchase and show you goods accordingly. If in the past you have purchased expensive goods these are the only sort they show you now, entirely regardless of the fact that you may have many small remembrances to make. If you have purchased cheap goods for yourself they will show you only

this kind, not realizing that the generous spend more freely on others than they do on themselves.

The conscientious clerk who has built up a good sales record by what she is pleased to consider her intuition in handling trade is one of the most trying varieties of the genus clerk. She takes your measure, as it were, immediately you present yourself at her counter, and confident of her knowledge of all variety of shoppers proceeds to serve you according to her own ideas, entirely regardless of yours.

Her opposite is the clerk who really serves well. She is not numerous at the Christmas season. It may be she is born to her special ability. It may be that she possesses in great measure the particular quality of magnetism or persuasion that makes success in any line. At any rate, she does not talk much and what she says is pleasant to hear. She does not use that soothingly bland tone that implies she is used to taming savage beasts, and thinks you come under that head. She does not assume the role of an old and trusted friend, which is so offensively evident in some clerks. The one characteristic most prominent in the model saleswoman is that she gives you her undivided attention. She hangs on your words and guides herself thereby. She does not start in with the finest article of the class you ask for, in order that she may make you miserable because you can not purchase it. She is pretty sure to show you the finest at some time during your stay, perhaps after you have made your purchase. But she never shows the best in such a fashion as to throw other qualities into disfavor and unsettle the mind of the shopper that was becoming resigned to her limitations. She shows fine things as a tribute to the fact that she thinks you will enjoy and appreciate seeing them, even though you do not care to purchase them that particular day. She does not even imply that you could not purchase them if you felt so inclined.

The finest part of all about this ideal clerk is that she brings the right thing at just the right moment, when you were in despair of getting anything you liked at the price you could pay. She makes a final little sortie into the stock and returns with just the thing, having gauged your tastes and purse by your own remarks, not by some mental classification of shoppers that she has fitted you into.

The clerk indifferent to the shopper's wishes, and bent only on handing out goods as requested, is another trying specimen. Whole stores full of salespeople seem to be infected in this way. They gaze at you with an indifferent air that quietly plainly says they despise your small wants. They hand out the most expensive article of the line you ask for, and treat you to a surprised "O!" if you ask for something less in price. You feel all the time that they are serving you that they are secretly sneering at your purchase. Any special favor you ask in the way of delivery or wrapping they promptly de-

feat by repeating the rule of the store with an air of triumph.

The clerk who wishes only to serve her pet customers at holiday time is another trying individual. Perhaps she has just started to serve you when Mrs. Fullpurse, whom she regards as her special property, comes up. The clerk responds very brightly to her salutation, and tells her she will be through in a minute, which is rather disconcerting to you. To be sure the clerk sees a big check in Mrs. Fullpurse, but all the same that clerk is your particular property till you are through with her services, and it is not quite pleasant to hear her surmise that your shopping will last but a short time. She quite plainly shows you that she is anxious to be through with you, not so much by pertness, for she is too well trained for that, but by a studied air of absorption, as though weighty things were on her shoulders.

Why is it that clerks can not manifest the interest in their stocks and customers that the buyers do? The buyers this week are right down in the aisles seeing that people are cared for, saying the right word, soothing the ruffled feathers of the women who are impatiently waiting, and altogether showing an interest in the trade that is good to behold.

Perhaps this is why they are buyers, because they have special ability to handle trade. If that is the reason, and if they possessed these qualities in embryo when clerking, where, oh, where are the buyers of the future? Behind the counters? We are

afraid there are not enough to supply the coming demand, if exhibitions of tact and courtesy are to be counted as an indication.

There is a whole heap of sympathy wasted on the "tired clerk" at the holiday season. To be sure, she does work hard, and has many trying things to face, but the women who are struggling to make a slim purse cover a long list of friends is working hard, too, and is certainly deserving of at least as good treatment as she gets, and is very often the one to be sympathized with, rather than the clerk.

She waits, and worries, and carries innumerable packages, and brings back things broken in delivery at cost of much time and trouble, only to find there are no more of them left, and she must begin a search for a substitute. She finds the store so bent on selling aluminum pin trays that they are entirely out of No. 8 needles, or some equally stable necessity. She swelters in the crowd in winter wraps which she dare not take off lest they add another to the innumerable bundles she carries. She follows the advice of the store advertisements and comes down early to shop, only to find the clerks out in the store shopping themselves, and the one or two left at the counter unusually indifferent and busy.

To-day the prospect is ripe; to-morrow it may be rotten! Don't let the fruit of your labor spoil for the want of picking. Pluck it to-day, and think about it to-morrow.

The Winter Resorts

of

Florida and the South California and the West

Are best reached via the

Grand Rapids & Indiana Railway

and its connections at

Chicago & Cincinnati

Two Through Cincinnati Trains
Three Through Chicago Trains

For time folder and descriptive matter of Florida, California and other Southern and Western Winter Resorts, address

C. L. LOCKWOOD, G. P. & T. A.

G. R. & I. Ry.,

Grand Rapids, Mich.

Look Only For Good in the New Year.

Written for the Tradesman.

The New Year is nearly here. Let us all make our new resolutions—banish the old habits, drive the selfishness and pessimism from our souls. Let the sunshine and blessedness of purity enter our minds and make our bodies strong and well in righteousness. Let kindness be our motto. Let it guide our fleeting steps in the path of honesty. Never do aught to cause sorrow to our fellowmen or bring frowns to the brows of our associates. Let us all strive to bring happiness into our own souls and promote the pleasure of others. We will find that the most delicate of pleasures will be ours if we bring sunshine into the souls of our sorrow-laden neighbors. Strive to bring out the good which may lie dormant in the souls of others. Speak a kind word to the downtrodden, lift up the discouraged, and bring into the folds of the weary blessedness and peace.

The year which is now fading away has been spent in different thoughts and actions, the presence of some of which, perhaps, could we have realized the outcome which they have brought us, we would never have allowed to mar a page of our life's diary. But, dear readers, dwell not on the past, further than to plan to avoid similar mistakes. Drop the unpleasant clouds from your horizon and, looking up, you may smile beneath the azure of beauty which will float over your heads.

Then think of those who, it may be, are suffering tenfold what we are. Still they greet us with cheerfulness and kindness. Cast away all evil thoughts, thereby crushing all chance of evil acts, for no evil can ever find origination within the souls of those whose minds shelter no other than good. Be honest in business, friendship and to your own self. Harbor no unkind words which have fallen from the lips of some ungrateful person, for they who delight in curt remarks will never find their intended victory unless they succeed in enveloping you in a cloud of gloom. Therefore, open the shutters of darkness, banish the foe of selfishness and permit the sunbeams of this glorious universe to radiate your souls into one divine realm of gladness.

A few days ago I chanced to meet a young lady who is bereft of all her loved ones and is now cast upon the world without home or friends save those whom she wins in her daily life. But with all these burdens she presents to the world a picture of content. Ah, what grand treasure is bestowed in that mortal! Her sorrows are borne from her soul by her beautiful and glorious mind. The frowns are dispelled from her brow by the Heavenly Spirit in whose care she has placed her lonely self. Her life may be illustrated by the little poem called "Worth While."

For it is easy enough to be pleasant
When life flows along like a song,
But the man worth while
Is the man who will smile
When everything goes dead wrong.
It is these that are worth
The homage of earth,
For we find them but once
In a while.

Meditate not on the unpleasant happenings. Look at this world through the eyes of forgiveness. Our Creator made these broad lands for our enjoyment; placed the different things which we find here for our use, not for malice intents but for the joy, the success and the betterment of all mankind. Let us not question as to the cause of our creation but accept the good that was intended for us by the great overruling Power, providing we are willing to permit it to come within our grasp, to ever and forever uplift our thoughts and brighten the path of life until rest and joy doth claim us for the home above.

Lucia Harrison.

Crime of Heedlessness.

Heedlessness is an expensive luxury around any establishment. Better let the heedless man go in spite of prayers and promises. These heedless people have no thought of the loss and worry entailed by their fault. "I did not think," "I forgot," "I did not know," "I could not help it" are the trumpery excuses offered when the damage is done. Money, time, patience, prestige and even lives are lost through the folly and stupidity of people who will not or do not think. Thoughtlessness is a crime. Brains are given us to use. The real trouble with most heedless people is that they do not care. They resent this imputation, but there is no other reasonable explanation. They shut their eyes and ears to laws of nature, society and business, and blunder into disaster. This indifference or contempt of law is fatal to any establishment where it is allowed to grow and should be rooted up to the last filament. "He that turneth away his ear from hearing the law even his prayer shall be abomination." There should be no sparing pity for the man who turns his back upon the law of intelligent precaution against mistakes.

Willing Spirit, Weak Flesh.

The little woman placed her hands on her husband's shoulders and looked at him, her soul in her eyes.

"There isn't anything you would not attempt for me, is there, Henry?" she asked.

"Nothing," said Henry, his mouth shutting resolutely.

"You would even risk death for me, wouldn't you?"

"I would, and gladly!"

"Then, dear, please go down in the basement and discharge the cook."

But Henry's face paled and his knees trembled, for he realized that he had spoken rashly.

If you must economize, be sure that your economizing really economizes.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

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.



Knocked Down Show Cases Are All Right

IF YOU GET THE RIGHT CASES

Our K. D. cases will be found just as substantial as any set up cases. They are made right. Write for our catalogue.

Grand Rapids Fixtures Co.

Bartlett and South Ionia Streets, Grand Rapids, Michigan

New York Office 724 Broadway Boston Office 125 Summer Street

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

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

Fads and Fashions Noted in Gay Gotham.

The man who attended the Horse Show in Madison Square Gardens last month with the expectation of seeing something new—that is, really new and fresh in the styles of clothes worn by the men—was doubtless grievously disappointed, for practically nothing of the kind was to be found worn by those who really know what is right and wear it. Much the contrary was true of the apparel worn by the fair sex, but with this I have nothing to do.

Of course there were lots of freaks and freakish clothes, but they were worn in such a way that any one could tell at a glance what they were and not be deceived for an instant. As an example, there was the usual "would-be swell" from some unknown district who insisted upon wearing a full dress suit during the afternoon. Somehow or other he never seemed to realize by seeing the rest of the crowd that he was dressing wrong. In fact, from the airs he put on one would think he felt that he was more properly dressed than any one else, unless it was the fellow who wore a Tuxedo, and he thought he beat all the rest. The last-mentioned freak evidently thought he had solved the problem of full dress for afternoon and evening. He wore a Tuxedo coat in the afternoon with tan shoes, tan gloves and silk hat, and in the evening full dress complete. He had mistaken the negligee evening dress for afternoon dress, and the fact that he saw no others dressed the same did not shake his faith, and when he saw his only rival, the man who wore full dress in the afternoon, he smiled in lofty disdain at his own superior acumen. Thank goodness, such freaks are few in this part of the country!

I saw two young bloods who ought to have known better wearing frock coats and complete afternoon dress on Wednesday evening. I said they ought to have known better and they probably did. The only excuse I could make for them was that they had been to some afternoon function and were kept so late that they were unable to get home or to the club to make a change. Usually, if such a condition is expected, evening clothes are sent to some convenient hotel, where our fashionable friend can go to make his change of apparel, and at the same time get a bite to eat, if he has not already had enough at the afternoon function. Of course, a supper follows the evening function, be it a Horse Show, theater or other.

There were many other little idiosyncrasies that were noticeable in the dress of the Horse Show patrons, such as obtrusive jewelry, or some misfit combinations of colors or styles, but they are features that we meet with under all circumstances and are not therefore necessary to mention here.

I have seen a number of tall white hats worn this fall and by men who are not given to being faddish. In fact, I have seen them on the heads of Wall Street bankers who were

under middle age and on merchants who would as soon think of adopting a fad as to fly. I do not mean to say that I have seen any very great numbers of these, but just enough to indicate to my mind that they are likely to attain some popularity.

These white hats are of the same shapes as the black silk hats so familiar to us all. I should not be at all surprised to see many more of them worn next spring, and even through the summer, by those men who wear the tall silk hat through the summer, no matter how hot the weather. There are many of them, despite the discredence that some of my readers may give my statement.

This wearing of a stiff, tall hat during the warmest months is a peculiarity of certain men of a certain class who can not seem to bring themselves to lower their dignity enough to wear anything more comfortable. On the contrary, they claim that the large air space over the top of the head makes them more healthful, the number of bald heads among them to the contrary notwithstanding.

I have recently been interested in the many styles and shapes of trousers made by the swellest custom tailors in New York. Each one is supposed to know what is right and what the very latest wrinkles are. One tailor who caters to a very select class has been cutting his trousers this season so that they have the appearance of being exactly the same size around the legs from the bottoms to about six inches above the knees. I am informed that he refuses to make any change in this for any of his customers except a few who, if they transferred their trade to some other tailor would carry many other customers with them.

Another tailor makes all of his trousers exceedingly large about the thighs, and in fact they are large to about halfway below the knees. From there down they grow smaller, until at the bottoms they are very small, 13 or 14 inches around. The effect of this is very German; and the reason for it is not hard to determine when one knows that said tailor spends a part of each year in Germany and is therefore much prejudiced in favor of German styles. Incidentally we may say that the other garments he makes also partake of German characteristics.

Another swell tailor this season puts a slight yet very distinct spring on the bottom of every pair of trousers he makes.

I mention these different styles as made by some of the supposed-to-be smartest tailors just to show that even among them there is a vast diversity of ideas and what is advocated as good style with one is laughed at by another. It doesn't make any difference how much you pay for your clothes, some one will be likely to criticise the style in general and the details in particular.

I saw a new inverness the other night. It wasn't so much different from what we have been in the habit



Misses' and children's "Palmer Garments" have just as much style, snap and "go" as the ladies' line. Couldn't be otherwise, for "Quality First" covers the whole establishment. Moreover, it's not a side issue, but a flourishing branch of the business, conducted on independent lines, yet profiting by its association with the big line. Just now both lines are at their best.

Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago



of seeing except that it was built to hand much looser and was belted in the back. This modification has very evidently been brought about by the motor cars and their more general use by private individuals for theater going. By loosening the belt this overcoat is far more comfortable when traveling in the "car."

Do you know, I have been wondering what the popular color of fabrics is going to be for next spring. The manufacturing clothiers have selected pretty good lots of the browns, but I am of the opinion that brown will not be the color for high-grade suits, at least not brown as we have known it this season and last. If it is utilized it will probably be in mixtures with other colors, which will so modify it as to give a very different appearance.

Some of the Paths Which Lead To Success.

Never does a young man make a more fatal mistake than when he imagines he can fritter away the early years of life and then settle down to hard work and win large success later on.

The foundations of success or failure are generally laid before a young man is twenty-five. It is before that age that habits are formed and principles developed or wrecked.

The first path that leads to success is right equipment. Broadly speaking, it means education.

There has never been an age when general education was so widely diffused as to-day, and this means that the uneducated man is badly handicapped in the race of life.

In every department the demand is for those who thoroughly know certain things, and know that they know them. There is no longer any place for stammerers.

Still, there is a danger in the tendency toward specialization in education. All specialization is necessarily narrowing, and while it may train men to do one thing as well as it can be done, they are apt to find later on that many avenues of life are closed to them because of their lack of broader culture.

I would advise young men and women to avail themselves of the best opportunities within their reach in addition to their specialty. Public libraries and courses of reading are available even if schools and colleges are denied them.

The second path of success is choosing according to your natural bent.

One of the reasons so many people fail is because they are intended by nature for some other work than that in which they find themselves. Hence the first thing any person should do upon entering the activities of life is to find what nature has adapted him for. The way to do this is to look into yourself and see what you like the best.

There is generally some one thing we prefer to any other and in the direction of which our talent lies, and if one has already made a wrong choice, that is, gotten into the wrong place, I do not believe in his remaining there simply because he made a

mistake to start with. "It is never too late to mend."

But if one has the right equipment and has made the right choice, the remaining paths he must follow if he would reach the goal of success are industry, integrity and adaptability.

All successful people must have learned the art of throwing themselves with enthusiasm into their work. They are industrious because their work appeals to them and because they want to win.

As to integrity, it should be remembered one of the temptations of today is to make money fast by questionable means—means allowable by law, but beneath the principles of an upright man.

Success may be bought at too high a price, and when the soul of the man himself is damaged by the methods whereby he has won, his success itself becomes failure, for he has lost more than he has gained.

Adaptability is the quality which enables one to meet others on an equal footing. He who says, "I am myself and will not attempt to be anything else," is generally a good deal of a barbarian. The man who is most of all just himself is the untutored savage.

Civilization means adaptation, and he who would succeed must learn hard to adapt himself to others, get their point of view, interpret their natures and approach them where they are.

This does not mean insincerity. Paul became all things to all men. It means rather the broadening and refining of the man. Paul F. Sutphen.

Those Signs.

When I ascend to my reward
Upon a car to Paradise,
Will those familiar street car ads.
Still glare before my eyes?
The breakfast foods,
The bottled goods,
The potted beans,
The magazines—
Will these still glare 'fore my eyes?

And when in Heaven I arrive
Will my accustomed eyes behold
Celestial rows of billboard signs
Arrayed along the streets of gold?
The Styles for Fall,
And Fudge—That's All!
And Pilkin's Wheat,
And serve—Then eat—
Will these adorn the streets of gold?

Or if into my future state
I go through certain subway lines
Will every station that I pass
Be decked with old familiar signs?
Bing's Hats for You,
The Shoes that Shoe,
Eat Corno Flakes,
Punk Pills Cure Aches—
Will I be greeted with these signs?

And if I should get off at—well,
The place of pitchy molten stuff,
Will advertisements deck the walls
And make it hades sure enough?
If so, I'll kick
To Mr. Nick:
"I'm off the track—
Please send me back,
For this is hades sure enough!"

—Wallace Irwin in New York Globe.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

THIRTY CENT TEA.

Kind of Scoop Used Makes a Difference.

Written for the Tradesman.

"B' the Jox of Israel!" exclaimed the Weather Prophet, sliding off the salt barrel as he spoke, "I purt' nigh fergot to git the ole womern's tea. Got any reel good tea?"

A pained though fleeting expression crossed the merchant's face. He had dealt with the Prophet, lo, many times.

"Yes," said he, "we have."

"I used to git good tea of you, Williams; I used to git m-i-g-h-t-y good tea when you first come into the country an' was tryin' to work up a trade. Used to git tea what w-a-s tea. But them times is gone. They is gone 'forever an' fer aye,' as the feller says in the Sunday school lesson, an' now all the tea what's sold in these parts is about like some dried leaves steeped up. Say, ye hain't got any that reel good stuff I uster git twenty—hold on—was it twenty, or was it nineteen year ago? No, I'll tell ye when it was: It was the year Sally Simons an' Bill Hanks run away an' got married, an' that was the fall of the same spring Hank Rogers' steers broke through the ice on Blue Lake an' like to a drowned. Wall, you got in a lot o' tea that fall what w-a-s tea. You hain't got none o' that left, I reckon?"

The merchant shook his head sadly. "No, that tea is all gone," he admitted. "Sold out every bit of it, but I've got some now that's way ahead of it."

"There it goes!" retorted the Prophet petulantly. "Always suthin' different. I don't want none o' your 'suthin' better.' What I want is the reel thing. I've had a reg'lar settin' out of them air 'nigh onto,' an' 'jest the same as,' an' 'quite a bit better than' until I b'lieve the 'hain't a grocer in the State what wouldn't rather tell a lie 'n the truth whether er no.

"I bought some tea to the Boston Store. It was fifty cents a pound, an' they'd been hollerin' an' takin' on about it fer a good spell. Ye'd think to read the adv-e-r-t-is-ments in the papers that their tea was mostly sweet cream an' honey dew and bil-down moonlight. But when I got it home an' steeped it in the pot it wa'n't fit fer nothin'. Then we got some to Joneses' an' paid sixty cents a pound fer it, an' blamed it if it wa'n't wuss in some ways than t'other. Say, now, have you got any kind of tea that's any good at all, and what won't bust a fust national bank fer a feller to occupy a pound of it?"

Williams thought he had and set out a sample for inspection.

The Weather Prophet took a pinch and rubbed the leaves between his fingers. Then he put a small quantity in his mouth and chewed it meditatively.

"How much do you p'tend to ask fer this?" he enquired.

"How do you like it?" asked the merchant evasively.

"Hain't got the taste into my mouth right," said the Prophet war-

ily. "Chawin so much terbacker spiles a feller fer a quick jedge o' tea; but," he hastened to add, "ye can't fool me when ye git hot water onto it an' I have it to the table. 'Tain't nothin' to brag on, though—mebbe two shillin' a pound, an' nothin' extry at that."

"Some folks buy it right along at seventy-five cents, and say they can't find any other tea that will match it," remarked Williams with an ill-suppressed smile.

"Seventy-five cents?" queried the Prophet in surprise, "ye don't mean six shillin' fer a pound o' this?"

"Yes, that's what we get for it, and it's really a bargain, for it has a beautiful flavor, and it takes very little to make a cup of tea. You ought to try that kind."

The Prophet made a wry face.

stouter an' the flavor gits any ranker with more steepin', an' you kin find folks what l-i-k-e it an' 'll pay the price fer it, I should think you'd have a corner onto it. You'd better hurry up an' buy all the 'is of it, fer some other merchant who'd be satisfied with less'n 5,000 per cent. profit might git holt of a chest of it, put the price down to ten or fifteen cents a pound, an' then where'y y-o-u be?"

The Prophet laughed long and heartily in his irritating, high-pitched cackle and wagged his beard complacently at his own humor.

As well as he might, Williams choked back his rising choleric and tried to laugh with his customer, but the result was something of a frost. Even country grocers are human.

"I think I know what you want," said he at last. "You want a good,

if it's worth what you p'tend to ask fer it."

Williams produced several samples. They were Japans of the uncolored variety, and as they stood in a row along the edge of the counter the Weather Prophet examined them carefully and made remarks about their appearance and probable cup qualities. One kind was too light, another contained too much Paris green, another had too large a percentage of coppers, while still another had been picked too young and was consequently lacking in the tea flavor, and was liable to make the old woman fidgety and nervous.

"That air tea in the little tin dish is the best in the whole outfit," said he at length. "It lacks a good bit o' bein' like what you used to sell when you first come to these parts, but I reckon it'll do fer our folks till they kin git suthin' better. We hain't much fer style, but we like good tea, and we kin tell it when we git it in the pot. How much d'ye set a feller back fer a pound of it?"

"That isn't the dearest in the store," replied Williams. "You might think I was insulting you if I told you the price."

"Never mind that. I don't care nothin' about yer price. I know tea, an' when a feller tells me his price I know whether the goods is worth the money or whether he's tucked on fifteen or twenty cents more'n he ort to."

"Well," said the merchant, "that tea is thirty cents a pound."

"That hain't so bad," said the Prophet. "I reckoned you'd say thirty-five, though two shillin' would give you big money an' some to spare. If you'd sell it fer twenty cents you'd git the tea trade of the town. You orto do that."

Williams said he'd think about it. "Now, that sample there in the chiny bowl hain't nowhere with this. It's rank. Honest, it's the worst I ever see. It might do well enough fer hotels and boardin' houses, where it don't make no difference what they feed folks; but it'd never answer fer the likes of us. What we git we want good."

"That's a pretty sensible view of the matter," answered the merchant.

"How much do you bleed folks fer that kind of tea?" asked the Prophet. "That in the bowl?"

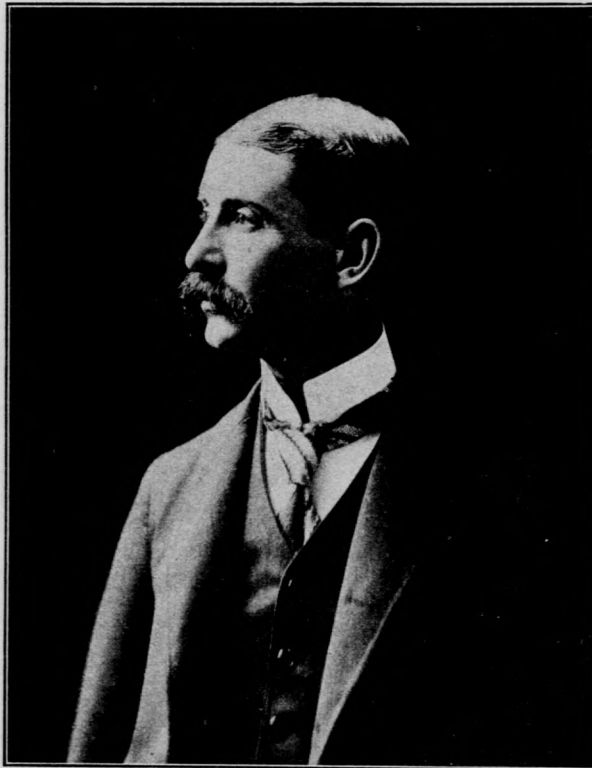
"Yes."

"Oh, that's thirty cents, too."

"Thirty cents fer that stuff? Why, that hain't no good at all. My five-year-old grandson would know better'n that. That's about the worst I ever see. It hain't wo'th more'n fifteen cents."

"I've heard it well spoken of," replied Williams, "and sell a good deal of it, too. It's generally regarded as a good thirty cent article."

"Some folks hain't got no judgment o' their own an' jest take what's handed out to 'em. I hain't that way. This other sample here in the tin dipper hain't so bad, but I bet it'll turn redder'n a copper cent when you git it steeped. It don't taste bad, either, on the start, an' jedgein' from



George L. Thurston

"The more ye steep it the stouter it gits, eh?" he asked.

"Yes."

"And the more it fetches out the flavor, I reckon, eh?"

"Yes, that's about the size of it."

"An' it costs seventy-five cents a pound?"

"Sure."

"If it was any more'n that ye wouldn't be afeered to ask it, I reckon."

"I suppose not," admitted the grocer. He was accustomed to these little pleasantries from his customers and did not take them much to heart.

"That's what I thought," said the Prophet. "I reckoned it wa'n't worth any more'n that. I callated two shillin' was about top notch, even in this shebang, an' it's the worst in the State. Wall, if this tea gits any

common article of tea at a moderate price, with nothing added for advertising or automobiles or style. Something that will make you a good cup of tea and won't cost very much. Is that it?"

"Wall, I d'no," said the Weather Prophet with some asperity. "I hain't none o' yer cheap Johns what ain't able an' willin' to pay fer what they gits, and I hain't none o' them chaps what wants the cheapest. I reckon if I was put to it I could buy as high priced stuff as some other folks whose names sha'n't be named in this store by me. But I don't calate to be held up fer what I git, an' you orter know that by this time. I want suthin' good, an' I'm willin' to pay what it's worth to git it. If you've got any tea now that's worth havin' you kin trot it out an' I'll see

that air six shillin' swindle you showed me fust, ye'd git about half a dollar fer it. Is that the price?"

"No," said Williams, "this is thirty cents, too."

"Thirty cents!" exclaimed the Prophet. "Thirty cents fer this! How does that come? How many brands o' thirty cent tea do ye p-tend to keep, Williams?"

"Only one." "That's what I thought. One's enough fer a little one-hoss shop like this, too; but that only proves that you've been a lyin' to me about the price of these samples. What's yer idee? Ye've found out ye can't fool yer uncle, though, an' ye'd better own up."

"Oh, I haven't been lying. That's all thirty cent tea. I like to hear a good judge of an article explain its points, and I've been much entertained by what you said about this."

"Well, but you're tellin' fust one thing an' then another. A feller can't tell nothin' by what you say. Which is the thirty cent tea? This'n'?"

"Oh, they're every one the same. I took them all from the same chest and supposed they would all turn out to be the same goods, but I see it makes quite a difference what kind of a scoop they're dipped out with, and you seem to be able to tell the difference. But it isn't every man you run across who can do that, and I'm very glad to know you're one of the few. How much shall I dip out for you with the little tin dish?"

Geo. L. Thurston.

Resting Her Feet.

She was the daintiest sort of a little thing, and the accommodating shoe clerk had tried on innumerable shoes and had even rolled the cheval mirror nearer so that she might see how pretty her little foot really did look. But at last the perspiring clerk, with just the slightest ring of impatience in his tone, said:

"Well, madam, you are very hard to please if you do not like any of these styles," and his eyes swept the discarded pile of pretty footwear. "You know Shodem & Co. pride themselves on being able to fit any foot."

"Well, really," she said, "I am very much obliged, but I did not intend to buy any shoes to-day, anyway, I was just resting my feet." Then she got up quite calmly and went out.

Mrs. Busybody—Good-by, dear Mrs. Winsom. Before I go I think it is my duty to tell you that your husband was seen in a very questionable place of entertainment last night. Mrs. Winsom—Really! Sorry to hear that! I suppose that is where they went when your husband called for him.—Punch.

A. A. Thomas, attorney for the National Cash Register Co., Dayton, Ohio: I think your publication is admirable—perhaps the best, certainly none better in the United States.

A good business man is indispensable to the community; a poor one is not.

Hardware Price Current

Table with multiple columns listing various hardware items such as Ammunition, Gun Wads, Loaded Shells, Paper Shells, Gunpowder, Shot, Augurs and Bits, Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, and Stamped Tinware.

Iron

Table listing iron-related items such as Bar Iron, Light Band, Knobs—New List, Levels, Metals—Zinc, Miscellaneous, Patented Planished Iron, Planes, Nails, Rivets, Roofing Plates, Ropes, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin—Melyn Grade, Tin—Allaway Grade, Boiler Size Tin Plate, Traps, Wire, and Wire Goods.

Crockery and Glassware

Table listing various crockery and glassware items such as Stoneware, Milkpans, Jugs, Sealing Wax, Lamp Burners, Mason Fruit Jars, Lamp Chimneys, First Quality, XXX Flint, Pearl Top, LaBastie, Rochester, Oil Cans, Lanterns, Best White Cotton Wicks, Coupon Books, and Credit Checks.

Method Employed by Lace Salesman to Retain Trade.

Written for the Tradesman.

"Yes," said the girl in the lace department, "we of the army employed behind counters are continually learning in the school of observation. Every day come up new problems to deal with, new phases of old problems, so that one lesson is no sooner gotten over with than another confronts us. One must really be something of an actress—must possess a certain degree of histrionic talent—to be able to handle the many, many aspects of human nature presented in a busy store every five minutes during the day.

"I, myself, have always been in the lace department of the different stores where I have held positions, so perhaps my horizon has been somewhat restricted, but even in our department the experiences one has are limitless and furnish much food for thought. Here the student of human nature comes in contact with countless sorts of people—individuals representing every class of society.

"These we must treat with unflinching politeness. This we owe, first of all, to the man for whom we work; next, it is a debt to the members of a community constituting his clientele, and, last, it is a duty to ourselves, for the attitude we assume toward customers has its influence on our own characters. If we are not naturally considerate of the feelings of others, if we make no effort to curb a churlish disposition, that comes to us, mayhap, from some ugly old ancestor, we lose just so much in the upbuilding of our future selves. Life is largely what we, as integers, make it.

"It is just as true to-day as it was on the day it was writ, 'A soft answer turneth away wrath,' and, although one may be boiling mad inside, what good does it do to show it? If a customer comes in and begins to indicate by her actions that everything's at sixes and sevens with her, that she 'got out of the wrong side of the bed that morning,' I simply redouble my efforts to be cheery, so as to counteract the effect that her grouchiness is likely to have on a sale.

"It is always Sell, Sell, Sell, that a clerk must have in mind. Now, I do not mean by that that a customer is to be made to purchase whether she wants to or not, so that she leaves the place with the humiliating conviction that she has been forced to buy when she did not wish to do so. Oh, by no means. There is selling and selling, and between the two lies all the difference that exists between black and white. Dealing with customers is somewhat like bringing up children: They all have their idiosyncrasies and all require different tactics to bring them to time. There is the knowing-how to make a satisfied buyer out of a grumpy person who came into the store only to look over goods and run them down. It takes considerable finesse to do this, but it often is possible.

"There are hundreds of right ways to influence customers—as many

ways as there are customers themselves. And there are just as many methods of wrong handling of customers as there are customers themselves.

"Of course, there are any number of people whom we see once and who never cross our path again. But it pays to offer these the flower of courtesy, for we never know but what they will return, and if we were nice to them they are quite apt to hunt us out to wait on them, and that helps us.

"But I am speaking more particularly about the people who stop at the same counter every week or so—perhaps every day or so. These we come to know quite intimately, in a business way, and, in talking with them about this, that and the other thing, we are able to pick up many a hint that is a help to us in knowing how to manage them.

"For instance: There are several ladies I have in mind who, I have discovered by talking with them, never want anything that any one else has. Do you, for one instant, suppose that I show these particular shoppers goods of which I have duplicates, or of which I have a great quantity? No, indeed! That's not the way to catch these rare birds. I know better than to do such a foolish thing as that would be. No. They all have telephones and I often take the time to go and call them up, when the following would quite likely be heard at my end of the phone:

"'Oh, Mrs. Blank—is this Mrs. Blank? Well, Mrs. Blank, I'm awfully glad I found you home. How are you? It seems as if you haven't been in the store for a long time. When are you coming down? Not till next week? Why, that's a long time ahead. Say, couldn't you manage it somehow to come down within a couple of days or so? I've something very special that I want to show you—something handsome in a big lace collar. I only ordered five of them and they've just arrived—no two of them alike. They are all beauties, but one of them is a dream—a veritable dream! I would describe them to you, but really you would have to see them to realize how elegant they are. I thought of you when I gave the traveling man the order and determined then that you should be the first to see them. I was going to call you up the first thing this morning and tell you about the collars before any one else saw them, but, do you know, I was just going to go to the phone when in came one of my out-of-town ladies, the wife of a banker. She buys lots of fine goods of us—in fact, is one of our best transients from nearby towns. I was just unpacking the collars—really, had unwrapped only one of them—when in she popped and came tripping over to my section. Of course, her eye fell on the collar in my hand, and it pleased her so well that she seemed to forget that there might be others—and so a choice of selection—and merely examined the first collar carefully, asked a few questions in regard to where it was made, also the price, and, before you

could say, 'Jack Robinson!' the collar was wrapped up and she had departed rejoicing over her purchase. I was mighty glad she didn't see my finest goods or she would have had that collar sure.

"'Now, Mrs. Blank, I want you to have that one. The other lady is one of my very best customers, but I rather you would have it than she—you so thoroughly appreciate something that is truly elegant.

"'Now, if you will come down within a couple of days, I won't show the collars to any one else—you shall have your pick of the four. I want you to have the handsomest one for your own self, and maybe you will want to take one of the others for a gift to a relative or a close friend—you couldn't select a present that a lady of taste would like any better.

"'All right, Mrs. Blank, I'll look for you by day after to-morrow, and I'll hold the collars until you come.

"'No, I surely won't let a soul see them until you do.'

"Now, my reader may think the above talk I gave this lady is too much of a speech to waste on one person; but I know that customer thoroughly. One of her chief characteristics is never to buy a thing if there are duplicates, unless those duplicates have gone, or are likely to go, out of town. She would dislike exceedingly to see on another anything like her own belongings. In regard to those collars, if they strike her fancy—and the handsomest one is sure to do so, I know her taste so well—she will take one away, and



To take advantage of the opportunity offered you any time up to midnight Saturday, Dec. 31, to secure an advance subscription to the Michigan Tradesman at the \$1 per year rate.

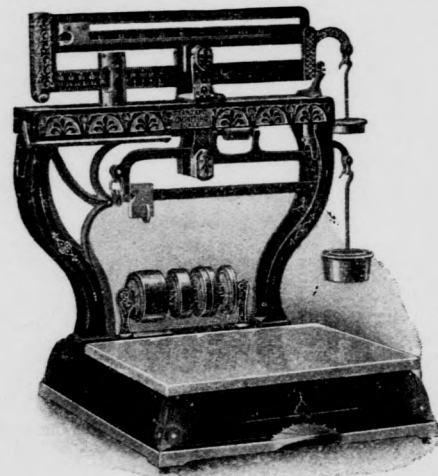
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the probability is that she will buy more—perhaps the whole lot. In that case, of course, I make some reduction; and that pleases her. She has money in her own right, but, although she is extravagant in her tastes, she does not spend her patrimony foolishly. She always gets good material, takes excellent care of her clothes and, by always looking out for something different from other people's things, has a style of her own and so is never out of fashion. Then, too, having so many beautiful clothes she is able to effect a variety of changes and so seems never to look twice alike.

"This customer likes to visit—always likes to be entertained a little when she comes to my department—although she is absolutely unapproachable with some of the clerks. In my very first interview with this lady she seemed to take a liking to me, and I've always liked her, so perhaps that's one reason why I am able to hold her trade. I let her see that I take an interest in her and her affairs; but I am always very cautious not to allow this personal interest to overstep the mark.

"That's only one customer, and I have told how I manage her. I make an attentive study of each of my regular patrons, and I have a different way with every one of them. No two may be dealt with similarly. Oh, of course, there are general types, and certain general principles to be followed; but every person who enters the establishment must be made the subject of study. The general rules of salesmanship have continually to be modified to fit individual cases.

"Near my lace department is the perfume counter, and the girl who presides over it has been in that one line about as long as I have in mine, so that she, also, hath seen much of store life along a beaten path.

"She was telling me, the other day, how she disposed of the most expensive manure set she had in her stock to a lady by having sent away for her for a little book called 'Home Care of the Nails.' The nail set cost the lady \$12—it was all mother-of-pearl—and the store made a handsome profit on the sale.

"The lady is a prominent local musician, whose time is much taken up during the day. At night the manure places are closed, so this pianist would like to do her own manicuring at home of an evening. But she could not begin to remember all the dinky little separate manipulations of the girls at the several manure parlors, and she desired to investigate the matter by the way of books on the subject. She had been unable to find such, and by my neighboring clerk's taking a little trouble in the matter for her, the lady 'made good' a thousand times."

From all of which above may be gathered for clerks:

Put yourself out for a customer. If you haven't a sympathetic nature cultivate one. Meet the patron halfway, always, as to friendliness, but do not become overfamiliar. Get en rapport with those on the outside of the coun-

ter, and, my word for it, they will get en rapport with you, and that to your everlasting store benefit.

Another thing: Always bear in mind the homely old saying, "Mollasses catches more flies than vinegar." Distribute a little taffy—judiciously, that goes without saying. Don't always call a spade a spade—anybody can see it's a spade without having it everlastingly thrown into them.

And, first, last and all the time, be courteous. "Don't forget your little manners," as the careful mother admonishes her children when they are invited to a party. J. Jodelle.

Civilization Precedes Growth of Population.

Far from being an initial cause, a motor of social evolution, the progress of population is never anything but an effect thereof.

If, after having become dense at a certain point in consequence of agricultural or industrial progress, of technical or scientific discoveries, which double or increase tenfold alimentary or other resources, population occasionally in its turn becomes a cause for fresh progress by reason of its density, it is a secondary phenomenon, consecutive and not constant.

In China population has become extremely dense, yet civilization is not progressive in the least. In Norway population has remained exceedingly sparse, still civilization is most exalted and ever increasingly higher.

Look at the country of North America, a tribe of redskins dispersed throughout. It does not progress; it remains a hereditary huntress and savage. On the same territory later immigrants from Europe commenced to live in a state of dispersion, as in the Far West to-day. Nothing serves to hinder these giants in enriching themselves and in civilizing themselves. Cities, the foundations for density of population, did not come until afterward and as a necessary consequence of the mental state of the scattered population, of its requirements, of its laws, of its institutions imported from Europe.

At the present day the United States is one of the nations of the world where density of population is the feeblest, and it is one of the highest places in the scale of civilization.

In the middle ages at certain epochs the density of population was at times quite as great as in modern times. In spite of the density of population, of urban concentration, witness those ages as conspicuous instances of barbarity and insecurity.

Never in our times has the urban agglomeration been so complete or so dense as during the hundred years war, the most calamitous epoch in history, when there was no population living in the rural districts, when all classes, the farmers themselves, lived gathered together in the narrow confines of the walls of a town or a small city.

It is true that if there had not been small cities or towns there would be no large cities. London had

15,000 souls. There was infinitely less difference between the size of the diverse cities of the thirteenth century than there is at present. But what significance attaches to that? It signifies psychological or inter-psychological causes, religious causes, scientific, esthetic, moral causes.

If discoveries pertaining to means of rapid communication had not taken place in the nineteenth century we would not have seen such colossal cities rise. Do not cite Babylon as a contradiction to this statement. Nothing is less comparable than that grand and immense village with our European or American cities. It was rather a city of Chinese sort.

If we should wish to undertake the work of demonstrating as a social Nestor the biological genetic propensity in the progress of civilization we must place ourselves at the beginnings of social evolution.

What happens when a savage or barbarous tribe, such as still inhabits the Caucasus districts of Europe, produces more children than it can nourish, because of its ignorance of agriculture and industry? Is it because of the sole fact of its multiplicity, its biological expansion continuing every day, or, oftener, the agricultural or industrial progress which permits this ever increasing number of mouths always to find nourishment? No. The excess of population emigrates, the tribe stagnates, that is all.

The increase alone tends simply to impoverish the population, to render yet more miserable the social condition of the tribe fertile in children—namely: Sterile in ideas. It is this which happens in the lowest strata of our European populations.

G. Tarde.

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Detailed Observations of a Some Time Traveling Man.

Written for the Tradesman.

If you are looking for entertaining company associate with traveling men. They are judges of human nature, can accommodate themselves to surrounding conditions, read the best books and periodicals, attend the best lectures and entertainments, come in contact with the best thinkers, are good listeners and have developed perceptive faculties. Red tape and nonsensical etiquette they do not use. As a whole, they represent the best of citizenship and to know them creates respect and admiration.

Few people know how to travel with pleasure to themselves and associates. Two short rules tell how to do it right—keep good natured and don't be selfish. Remember that the train engineer and boat captain are as anxious to arrive on time as you are to have them. If you want to occupy a double seat or a whole single seat, go into the Pullman and pay the price. This will keep other people from informing you that you are getting more than you paid for. Carry as little baggage as possible. You can generally detect a green traveler by his surplus baggage. As a rule, the regular traveling man knows but very little regarding the cities he visits. From depot he goes to hotel; from hotel to a few business places; from here back to hotel and depot and he is gone. If he makes this same city every month it is exactly the same programme, therefore his knowledge of the city is limited to certain conditions. If you can find a man who calls on all the factories you can obtain facts from him—for illustration, a man who sells lubricating oils and mill supplies.

Many people try to read when traveling. Except on a trunk line of road or on board boat reading is not enjoyable or profitable, for the reasons that the rails are so light, road so rough and vibration of train so great that it is almost impossible and in any event very trying to the eyes. The best way to amuse yourself is to enter into conversation with some person near you. Misery loves company and the person next to you is as anxious for company as you are. If you don't care for company, study nature, especially human nature.

There are several plans of conducting hotels. As a rule, landlords and clerks are very accommodating and obliging. There is no great difference between the American and European plans. If you stop on the Amer-

ican plan and pay your bill on the installment plan, you have the European. If you stop on the European plan and have your meals, you have the American, only it costs more. Stag hotels are not attractive to the man who desires home surroundings. The dining room never has the inviting appearance, the tables are not arranged with the same style and the desire to please is always prominent by its absence, unless you pay for it. What applies to the dining room applies to every detail of the house. "Tea or Coffee" hotels are coming into favor. Men do not desire a large variety, but a good selection, well cooked and nicely served—just as mother would fix it if she were preparing the meal. Salaried men usually stop at hotels with the highest rates. Commission men doubt if any average man can eat and sleep more than two dollars' worth in twenty-four hours. You can generally tell a salaried man from the commission man by the hotel he stops at. The important feature of any hotel is a good, sanitary place to sleep. A good night's rest is of more value than three pleasing meals. The dining room is not only where we satisfy the demands of nature, but also enjoy a social chat or study mankind. Dining rooms in charge of competent waitresses are always inviting and have a style to them that is right. The desire of the waitresses to please in every detail is a noticeable feature. Here it is that men exhibit their meanness, if anywhere. Waiters intuitively learn to judge what kind of a disposition they are dealing with and, as they hardly ever fail to draw correct conclusions, a great deal of trouble is avoided. If a person is forewarned he is forearmed and waiters work on this principle.

You would hardly think that any man would be anything but a gentleman in the dining room, but such is not the case. One morning about 8:30 a well dressed man came in to breakfast and ordered oatmeal. In due season the waitress set in front of him a plate with a bowl of oatmeal and dessert spoon on it. The man looked at the oatmeal, picked up the spoon and took out all the meal he could and fired spoon and contents into the middle of the table and then, with an air of importance, asked the waitress if she did not know better than to bring him that amount of oatmeal and a shovel to eat it with.

To see this oatmeal distributed over the middle of a clean white tablecloth was too much for the head-waitress. She disappeared toward the office and in a short time the clerk appeared and requested the man to call at the office at once and pay his bill. The request was complied with.

One noon at dinner the waitress brought a gentleman a cup of coffee. Just as she was setting down the coffee the man hit the cup with his elbow and spilled it all over himself and the front of the waitress' white dress. As soon as things were cleaned up he called the waitress to him and handed her \$5 and enquired if

that was enough to pay the damage to her clothes.

At one of the cleanest and nicest small hotels in the country a traveling man used to stop every thirty days. The landlord's sister had charge of the dining room. This traveling man had a fixed habit of finding fault and causing all the disturbance possible in the dining room. The sister reported conditions to her brother. The landlord took the man one side and told him that they intended to run a first-class house and they did not like to have anyone grumble as he did and he must do one of two things—either stay away or take things as he found them and keep his mouth shut or there would be trouble. The next time this man came was at night, too late for supper. At breakfast next morning he started in again as soon as his meal was brought on. He was at once reported to the landlord. Without saying a word, the landlord entered the room, took the man by the nape of the neck, dragged him out of the dining room, through the office and stopped when he reached the gutter. Without a word the man returned, paid his bill, took his grips and left the house.

A young lady from the country had just started to work in a dining room in the morning. At noon a man came in rather late for dinner and sat at her table. One of the first things he did was to affront the waitress. She left the room and went to the kitchen crying. Another waitress came in her stead. At supper this

same man came in and was seated at the same table as for dinner. The new waitress from the country came to take his order. Her first act was to go to the sideboard and get a plate. When she reached the table the man's first act was to repeat the offense of the previous meal. At this, with all her might, she struck him on the head with the plate, breaking it into fragments. A surprised and provoked man immediately arose from the table and started for the office to report the waitress. The landlord upheld the girl and insisted that the man pay his bill at once, leave the house and never return. About three months after this the 'bus stopped in front of the hotel and who should the landlord see get out and come toward the door but this same man. As soon as he reached the door the landlord informed him that he could not come in. The man admit-

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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 commands it to the traveling public and accounts for its wonderful growth in popularity and patronage.

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ted he had done wrong, apologized to the landlord and said he would apologize to the lady, if she was still in his employ, and the man again became a regular patron of the house.

One noon at dinner three traveling men sat at the table together. The hotel was first-class in all its appointments. The dinner was just as mother would have it. One of the men commenced to grumble and find fault. After he had expressed himself at length, one of the other men remarked: "If you would find fault with this dinner, you should have been at my house to breakfast this morning."

Traveling is a very healthy occupation. To begin with every one you meet exhibits only the bright side of life. Good feelings are contagious, just as much as anything on earth. The reason why people enjoy meeting travelers is that they feel good and want to pass their possessions to all whom they meet. When at home we are frightened at a draft of fresh air. When traveling there are so many persons who leave doors and windows open that you can't get out of the draft and you don't die from it either and soon learn that fresh air is a good thing no matter how it reaches you. At home everything is loaded with microbes and it is with fear you eat or drink. When you travel you have to eat, drink and sleep with microbes and, after a little, you get so used to it that no notice is taken of their presence.

Human nature is the same the world over. The human family is divided into two classes—the Jew and Gentile. Some people contend that they do not like the Swedes, or Irish or Germans or Hollanders. An experienced solicitor has no choice between the Gentile nations, for the reason that they average about the same. If you are looking for good people you can find them. If you are looking for bad people you can find them. In looking for one class you will find the other also. Wealth or poverty do not change these conditions. If a rich man is dishonest he will steal or lie just as quick as any man. A woman who is the wife of a rich man is no more likely to be an emblem of purity than the wife of some poor man. Neither wealth nor poverty is an element of real character.

The Jews are a peculiar people. The dislike that some Gentiles have for the Jew is based more on tradition, prejudice and ignorance than anything else. The Jew makes a good citizen. If the Gentile was as law-abiding one very small prison would hold all the criminals in this country, two attorneys and one judge could try all the lawsuits, saloons would have to close and marriage relations would be elevated to a higher plane. The traveler finds more "good" than "bad" in the world and can see that this is becoming more so as eternity develops.

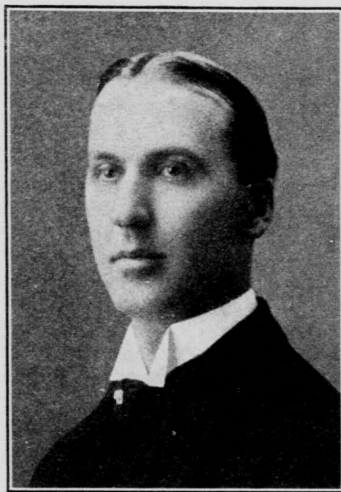
W. H. Heath.

If the good die young, what a lot of old reprobrates there must be in this world.

SUCCESSFUL SALESMEN.

Tod Hascall, the Tobacco and Cigar Salesman.

Roy S. Hascall, better known as Tod, was born in Grand Rapids, July 16, 1873. He attended the public schools of this city until he was within one year of graduating from the High School, when he took a course at Bennett's Business College. His first business experience was checking lithographs in the circus business, having traveled four years in this capacity with Barnum and Ringling Bros. During the winter season he joined theatrical troops, having been a member of the Water Queen and Down Slope companies. During the summer of 1896 he played ball with the Jackson club as a mem-



ber of the Interstate league. The following season he played with the Galt club as a member of the Canadian league. For the season of 1898 he made a contract with the Springfield, Mass., club, but had to sever the contract on account of ill health, when he took the management of the New Calumet Theater at Calumet, which position he filled for eighteen months. He then went on the road for Spaulding & Merrick, of Chicago, covering the retail trade of Northern Michigan for the next three years. His next engagement was with the G. J. Johnson Cigar Co. as traveling representative for Northern Michigan and the Upper Peninsula. His latest venture is the purchase of the Monarch Billiard Academy, over the G. J. Johnson Cigar Co.'s store, which is one of the finest equipped pool and billiard halls in the State.

Mr. Hascall is a son of Lon Hascall, who has represented Blodgett, Ordway & Webber, wholesale dry goods dealers of Boston, for thirty-five consecutive years. Mr. Hascall will be remembered as a former resident of Grand Rapids, when his territory comprised Michigan, Illinois and Indiana. Since 1898 he has resided in Milwaukee and his territory now includes Wisconsin, Illinois and Northern Indiana.

Mr. Hascall is a brother of the well-known actor, Lon Hascall, who is now starring in the Factory Girl company, which will play in Grand Rapids January 19 to 21.

Mr. Hascall's hobby is baseball and, if his health would permit, he would follow baseball as a profession. His next hobby is the business in which he is now engaged, and he is very generally regarded as the champion pool player of Western Michigan, having defeated Will Blum, of Holland, who claimed that distinction until recently.

Mr. Hascall has many friends who will rejoice to learn that he has retired from the road and has located permanently in the city of his nativity.

Gripsack Brigade.

George W. McKay has renewed his contract with Straub Bros. & Amotte, of Traverse City, to travel for them for another year—an instance of two good people well mated.

Manley Jones and family are in Detroit this week as the guests of Manley's house, the Telfer Coffee Co. They will stop off at Durand on their way home to pay their usual annual visit to Manley's mother.

A. W. Lind, formerly with Strong, Lee & Co., but for the past three years on the road for Burnham, Stoepel & Co., of Detroit, has purchased the S. W. Kramer dry goods stock, at Cadillac, and will take possession Jan 15.

Saginaw Courier-Herald: Fred J. Wolf, who has been on the road for the past year, traveling for Swift & Co., of Chicago, has returned to the city and will embark in the meat business at the corner of Lapeer and Park streets.

Abraham Van Oevering, who has been connected with the retail department of the G. J. Johnson Cigar Co. for the past two years, has taken charge of the Northern territory for that house, succeeding Tod Hascall, who has retired to embark in the billiard hall business.

Commenting on the article in last week's issue of the Michigan Tradesman relative to the action of the Michigan Central Railroad in dispensing with telegraph operators on Sunday, a traveling man calls the attention of the Tradesman to the effect that the State law requires that the status of all passenger trains shall be displayed on a bulletin board in or about the depot at least 30 minutes before the scheduled arrival of the train. This law is utterly ignored by the Michigan Central Railroad, so far as its Sunday service is concerned, but it is by no means unusual for the Michigan Central to ignore the law, because it has always made it a rule to defy every court and ignore every law, human or divine, since it passed into the hands of the Vanderbilt crowd.

The many friends of Albert Lineaweaver, whose excellent picture appears on page three with the other salesmen of Taylor, Kirk & Co., of Chicago, will hail with delight his good fortune in having associated himself with this progressive and up-to-date house. Mr. Lineaweaver states that his spring trip has broken all previous records and that he is covering himself with glory. He is universally recognized in Michigan,

where he is so widely known, as one of the brightest and most energetic business men who visits this State. It is universally conceded by those who know him that his popularity rests solely on his merits. He is honest, manly, genial and true—qualities which make him friends wherever he goes. His firm has adopted some new and very taking ideas, among which are the sending out of their goods in handsome green boxes, all boxes of a uniform shade and with the dealer's name printed in gold thereon. The dealer's name is also printed in the hats, so that he advertises himself and makes his own name popular with his customers.

Three Rivers Daily Hustler: The Traveling Men's Association, of Three Rivers, is composed of over thirty of the most enterprising gentlemen of the city. As an association they are planning to do still more to advance the interests of Three Rivers, and are now completing arrangements to publish a pocket edition of a memorandum book known as "Head Light." There will be five thousand copies issued and it will be filled with useful and good things for Three Rivers, and Three Rivers only. The contents will include calendars for 1905 and 1906, railroad time cards on both roads from the city, a liberal description of the public institutions in the city, such as the public library, churches, schools, all of the lodges, also the summer outing privileges and the numerous lakes, including fishing, picnicing, etc. A space on each page will be devoted to advertising for our retail dealers and manufacturers. It will be composed of about one hundred pages devoted to the interests of Three Rivers, and its advantages as a residence and desirable home for traveling men and others. The traveling men spend their money in Three Rivers and are inducing others to come to do likewise. A committee will call on the merchants and manufacturers in the near future to explain their object. Give them the glad hand as the effort is for us all.

Echoes of the Battle Creek Food Furor.

Marshall, Dec. 27—Herbert L. Canby, of Indianapolis, has begun suit in the Circuit Court here, against the American Pure Food Co., of Battle Creek, to recover \$1,500 which he invested in the company. He claims that he was induced to invest through misrepresentations. Several similar suits are about to be instituted, it is alleged, against Battle Creek food companies.

Three suits have commenced in the Circuit Court against the United States Food Co., of Battle Creek. Alfred L. Schweibinz brings suit for \$3,190.25; John H. Hogue for \$2,006.50 and Joseph M. Egan for \$2,800.17.

The Globe Sign and Poster Co., of Cleveland, has begun suit to recover \$1,426 from the Korn Krisp Co., Ltd., of Battle Creek.

Suit has been begun by the S. C. Beckwith Special Agency against the Norka Food Co., Ltd., of Battle Creek.



Michigan Board of Pharmacy.

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How Surgery Is Encroaching on Medicine.

Slowly but surely surgery invades medicine.

"There is nothing to be done for a wound in the heart; the proposition of closing it by a suture does not even merit mention."

Thus about five years ago M. Riedinger, one of the most brilliant German physicians, expressed himself.

To-day a surgeon who crosses his arms before a wound in the heart made by a pistol ball or a knife fails in a knowledge of his science—fails in his duty.

To-day we possess a quantity of observations of cases where, in face of a wound of the heart, the surgeon has opened the chest of the victim, bared the bleeding heart, and arrested the hemorrhage by closing and sewing the wound with a needle and thread, just as he does for a deep cut in the skin.

Thanks to this method, he has been able to save a number of persons otherwise condemned to certain death.

These operations are most marvelous. Reflect upon the fact that the heart is not placed near the surface of the skin, and that to see the wound or the blood escaping in floods the chest must be opened wide and a special passage cut. This done, one sees before him the lungs, which veil the heart from sight.

Only after pushing these to the right and left can one perceive the fibrous sack, the pericardium, which surrounds the heart. This sack is cut, and behold the heart in the midst of clots of blood—in a veritable ocean of blood. With his finger introduced into the wound and exploring the cardiac muscle, the surgeon now seeks to feel the rent—the hole left by the ball or the knife blade.

The location of the wound once determined, it must be closed, covered over with needle and thread. This is comparatively easy when one sews the exterior portion of the heart, as the physician can then see what he is doing. But it is not always so.

Sometimes the wound is found upon the inner side of the heart. How now shall he direct the needle, armed with its salutary thread? Boldly the surgeon takes the heart in his hand,

raises it, draws it to him, and thus succeeds in accomplishing the suture of the wound and arresting the flow of blood. This is salvation.

During the course of these operations it has been shown that the heart submits to manipulation more readily than one might suppose. A young girl of 15 shot herself in the region of the heart. She was taken to the hospital with all the signs of serious hemorrhage. At any price it was necessary to arrest the flow of blood. Without hesitation the necessary incision was made, the lungs pushed aside, the pericardium cut, and upon the upper side of the heart, near its apex, a wound about half an inch long was found. Here the ball had entered. Now it must be drawn out. For this purpose a fine needle was introduced and all the cavities of the heart explored. This exploration brought no results. The heart was then held between two hands, the left behind, the right in front. The heart was energetically palpitated in order to feel the resistance of the ball. This, too, was of no avail. The heart, thus compressed, drawn to such a degree that the apex escaped from the thorax, did not cease beating for a moment; only, in place of rhythmical contractions there was an undulatory movement.

In brief, a surgeon who, in face of a wound of the heart, sews it up after having opened the thorax, does not transcend his professional rights. We admire his skill, eulogize hisadroitness, just as we did for the first operations upon the stomach or brain. That is all.

What is more original, for the moment at least, and also bolder, is the attempt to treat surgically a medical affection of the heart.

An attempt of this sort was recently made—the first case of aneurism of the heart treated by ligature of the sack. The patient had a tumor beneath the skin of the thorax, under the collarbone. With many precautions the surgeon detached the tumor from the neighboring organs, emptied it and cut off its communication with the heart.

When medicine is incapable of accomplishing anything for a sufferer, is it temerity to suppose that surgery can work the miracle?

It is seventy years since Dupuytren, the glory of French surgery, died of a pleurisy which he believed beyond the resources of his art. It is forty years since the most eminent surgeon did not dare to amputate the leg, because all such operations succumbed to purulent infection.

To-day these operations are performed by the most ordinary practitioners.

Who shall say that one day it will not be a commonplace for affections of the heart to be treated by the surgeon?

In the light of present achievements it is difficult to see in the operations on the heart which have been performed anything less than a surgical miracle. Dr. R. Romme.

Nothing is quite novel to a widow; not even a honeymoon.

Qualifying for a Higher Position.

It has been the experience of every successful man that each step that he has advanced in business has followed from his effort to qualify himself for a higher and more important office. The young man who enters mercantile life with the determination of "getting on" has no surer means of accomplishing his purpose than by adopting the policy of learning how to do the work of the employes immediately above him. This seems such a self-evident statement that one would imagine that every boy or man would be putting his spare minutes to good use by learning how the "other fellow" did his work. In every business concern there is one employe—and in large establishments there are generally several—who attracts the attention of his employers by his eagerness to learn how the several branches of the business are conducted. This he can do without being obtrusive or prying; and employers are always ready to assist such painstaking aspirants.

It is now a recognized principle in business to advance men according to their ability. Seniority in office has ceased to be operative in modern business. A glance at the young men who hold high executive offices in mills, railroads and great business concerns proves this. These men qualified for higher positions while other men, sometimes twice their age, remained in a rut. There are many avenues open to the young man who is determined to succeed.

He may attend a technical night school or study through a correspondence course. He can, if he will, acquire knowledge of his chosen line of work that will make him, if not invaluable to an employer, at least worth more than he is getting; and then he is almost certain to receive promotion. What young men need as a part of their business equipment is a full knowledge of the details of the work entrusted to them and a general knowledge of other branches. In business the principle of civil service is in operation; employers advance the men whose work shows they are competent and who appear to be able to fill a larger position.

If you want to go up a rung in the ladder, ask yourself the question: Am I qualified? If the answer that you give is candid and is in the affirmative, you may depend upon getting deserved recognition.

The Drug Market.

Opium—Is steady.
Morphine—Is unchanged.
Quinine—Is in fair demand at unchanged price.
Cocaine—Is expected to advance shortly after January 1.
Glycerine — Notwithstanding the firm feeling abroad competition among refiners has brought the price a trifle lower.
Nitrate Silver—Has advanced on account of higher price for bullion.
Oil Citronella—Is very firm and tending higher.
Oil Lavender—On account of small crop has advanced.
Oil Spearmint—Has advanced.

Oil Wormseed—Is in small supply and higher.

Oil Cedar Leaf—Is in better supply and lower.

American Refined Camphor—Is very firm. There is very little crude coming forward and higher prices are looked for.

Goldenseal Root—Continues to advance and there is very little to be had.

Coriander Seed—Is in a very firm position and higher prices are looked for.

American Wormseed—Is lower.

Was Adam a Negro?

The negro as Adam is a new tentatively assigned the African by investigators. The Anthropological Society of Paris has recently received two ancient skulls, the one from the dolmen of Pointe de Conquest and the other from a member in Brittany, both of which are distinctly of the negro type. Again, two other skulls of a similar type have been discovered in the cave of Brousse-Rousse, near Mentone, while two more are recorded from the valley of the Rhone, in Valais, which belong to a more modern age. All these exhibit the characteristic negro feature of projecting jaws—prognathism the scientists name it—although it is not stated whether this is accompanied by the large teeth distinctive of modern negroes. This indicates that the prognathic type of skull made its appearance occasionally among man's prehistoric ancestors, as it does, indeed, now and then among mankind to-day. Whether, however, this is due to direct inheritance or whether it is sporadic, there is no evidence to show.

Doctor's Orders.

Boil the basket, made of willow,
Boil the blanket, boil the pillow,
Boil the booties, boil the hood,
Boil the spoon and boil the food,
Boil the nurse; 'tis safer, maybe;
And don't forget to boil the baby.

Aluminium is a formidable rival of copper in competing for electric conduction honors. There are nine plants in the world for the production of aluminium, three being in America. An Englishwoman has discovered aluminium possibilities in India, and the Germans have found an improved variety of aluminium.

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 6@ 8	Benzoicum Ger 70@ 75	Boricum 17@ 17	Carbolicum 26@ 29	Citricum 38@ 40	Hydrochlor 3@ 5	Nitricum 8@ 10	Oxalicum 10@ 12	Phosphorium, dil. 15@ 15	Salicylicum 42@ 45	Sulphuricum 13@ 14	Tanicum 75@ 80	Tartaricum 38@ 40																																													
Ammonia	Aqua, 18 deg 4@ 6	Aqua, 20 deg 6@ 8	Carbonas 13@ 15	Chloridum 12@ 14	Aniline	Black 2 00@ 2 25	Brown 80@ 1 00	Red 45@ 50	Yellow 50@ 3 00	Baccae	Cubebae po. 20 15@ 18	Juniperus 5@ 6	Xanthoxyllum 30@ 35																																													
Balsamum	Copaiba 45@ 50	Peru 1 50@ 1 50	Terabin, Canada 60@ 65	Tolutan 35@ 40	Cortex	Abies, Canadian 18@ 20	Cassia 20@ 20	Cinchona Flava 18@ 18	Buonymus atro 30@ 30	Myrica Cerifera 20@ 20	Prunus Virgini 15@ 15	Quillia, gr'd 12@ 12	Sassafras po. 25 24@ 24	Ulmus 40@ 40																																												
Extractum	Glycyrrhiza Gla. 24@ 30	Glycyrrhiza, po. 28@ 30	Haematox 11@ 12	Haematox, 1s 13@ 14	Haematox, 1/2s 14@ 15	Haematox, 1/4s 16@ 17	Ferru	Carbonate Precip. 15@ 15	Citrate and Quina 2 00@ 2 00	Citrate Soluble 55@ 55	Ferrocyanidum S. 40@ 40	Solut. Chloride 15@ 15	Sulphate, com'l. 2@ 2	Sulphate, com'l, by bbl per cwt 70@ 70	Sulphate, pure 7@ 7																																											
Flora	Arnica 15@ 18	Anthemis 22@ 25	Matricaria 30@ 35	Folia	Barosma 30@ 33	Cassia Acutifol. 15@ 20	Cassia, Acutifol. 25@ 30	Salvia officinalis 1/2s and 1/4s 18@ 20	Uva Ursi 8@ 10	Gummi	Acacia, 1st pkd. 45@ 45	Acacia, 2nd pkd. 35@ 35	Acacia, 3rd pkd. 28@ 28	Acacia, sifted sts. 45@ 65	Aloe, Barb 12@ 14	Aloe, Cape 25@ 25	Aloe, Socotri 45@ 45	Ammoniac 55@ 60	Asafoetida 35@ 40	Benzoinum 50@ 55	Catechu, 1s 13@ 13	Catechu, 1/2s 14@ 14	Catechu, 1/4s 16@ 16	Camphorae 90@ 95	Euphorbium 40@ 40	Galbanum 1 00@ 1 00	Gamboge po. 1 25@ 1 35	Guaiaacum po. 35 35@ 35	Kino po. 45c 45@ 45	Mastic 60@ 60	Myrrh po. 50 10@ 10	Opil 3 00@ 3 00	Shellac 60@ 65	Shellac, bleached 65@ 70	Tragacanth 70@ 1 00																							
Herba	Absinthium oz pk 25	Eupatorium oz pk 20	Lobelia oz pk 25	Majorum oz pk 28	Mentha Pip oz pk 23	Mentha Ver oz pk 39	Rue oz pk 22	Tanacetum V 22	Thymus V oz pk 25	Magnesia	Calcined, Pat 55@ 60	Carbonate, Pat 18@ 20	Carbonate K-M 18@ 20	Carbonate 18@ 20	Oleum	Absinthium 4 90@ 5 00	Amygdalae, Dule 50@ 60	Amygdalae Ama 8 00@ 8 25	Anisi 1 75@ 1 85	Aurant Cortex 2 20@ 2 40	Bergamit 2 85@ 3 25	Cajiputi 85@ 90	Caryophylli 1 30@ 1 40	Cedar 50@ 90	Chenopadii 2 50@ 2 50	Cinnamoni 1 10@ 1 20	Citronella 50@ 60	Conium Mac 80@ 90	Copaiba 1 15@ 1 25	Cubebae 1 20@ 1 30																												
Vevechthos 1 00@ 1 10	Erigeron 1 00@ 1 10	Gaultheria 2 40@ 3 60	Geranium oz 50@ 60	Gossippi Sem gal 50@ 60	Hedeoma 1 40@ 1 50	Junipera 40@ 1 20	Lavendula 90@ 2 75	Limonis 90@ 1 10	Mentha Piper 4 25@ 4 50	Mentha Verid 5 00@ 5 50	Morrhuae gal 1 50@ 2 50	Myrica 3 00@ 3 50	Sinapis 75@ 3 00	Olive 10@ 12	Picis Liquida 10@ 12	Picis Liquida gal 90@ 94	Ricina 90@ 94	Rosmarini 1 00@ 1 00	Rosae oz 5 00@ 6 00	Suecia 40@ 45	Sabina 50@ 2 00	Santal 2 25@ 4 50	Sassafras 90@ 1 00	Sinapis, ess, oz 1 10@ 1 20	Tigil 40@ 50	Thyme 40@ 50	Thyme, opt 1 20@ 1 60	Theobromas 15@ 20																														
Potassium	Bi-Carb 15@ 18	Bichromate 13@ 15	Bromide 40@ 45	Carb 12@ 15	Chlorate po. 12@ 14	Cyanide 34@ 38	Iodide 05@ 3 10	Potassa, Bitart pr 30@ 32	Potass Nitras opt 7@ 10	Potass Nitras 6@ 8	Prussiate 23@ 26	Sulphate po 15@ 18	Radix	Aconitum 20@ 25	Aitha 30@ 33	Anchusa 10@ 12	Arum po 20@ 25	Calamus 20@ 40	Gentiana po 15 12@ 15	Glycyrrhiza pv 15 16@ 18	Hydrastis, Canada 1 75@ 2 00	Hydrastis, Can. po 2@ 2	Hellebore, Alba 12@ 15	Inula, po 18@ 22	Ipecac, po 2 00@ 2 10	Iris, flex 35@ 40	Jalapa, pr 25@ 30	Maranta, 1/2s 30@ 35	Podophyllum po. 15@ 18	Rhei 75@ 1 00	Rhei, cut 1 00@ 1 25	Rhei, pv 75@ 1 00	Spigella 30@ 35	Sanguinari, po 24 22@ 22	Serpentaria 50@ 55	Senega 85@ 90	Smilax, off's H. 25@ 30	Smilax, M 10@ 12	Scillae po 35 10@ 12	Symplocarpus 25@ 25	Valeriana Eng 15@ 20	Valeriana, Ger 12@ 14	Zingiber a 16@ 20	Zingiber j 16@ 20														
Semen	Anisum po. 20 16@ 16	Apium (gravel's) 13@ 15	Bird, 1s 4@ 6	Carui po 15 10@ 11	Cardamon 70@ 90	Coriandrum 12@ 14	Cannabis Sativa 5@ 7	Cydonium 75@ 1 00	Chenopodium 25@ 30	Dipterix Odorata 80@ 1 00	Foeniculum 7@ 9	Foenugreek, po. 7@ 9	Lini, grd. bbl. 2 3/4 4@ 6	Lini, grd. bbl. 2 3/4 3@ 6	Lobelia 75@ 80	Pharlaris Cana'n 9@ 10	Rapa 5@ 6	Sinapis Alba 7@ 9	Sinapis Nigra 9@ 10	Spiritus	Frumenti W D. 2 00@ 2 50	Frumenti 1 25@ 1 50	Juniperis Co O T 1 65@ 2 00	Juniperis Co 1 75@ 2 50	Saccharum N E 1 90@ 2 10	Spt Vini Galli 1 75@ 2 50	Vini Oport 1 25@ 2 00	Vina Alba 1 25@ 2 00	Sponges	Florida Sheeps' wl carriage 3 00@ 3 50	Nassau sheeps' wl carriage 3 50@ 3 75	Velvet extra shps' wool, carriage 2 00@ 2 00	Extra yellow shps' wool, carriage 1 25@ 1 25	Grass sheeps' wl, carriage 1 25@ 1 25	Hard, slate use 1 00@ 1 00	Yellow Reef, for slate use 1 40@ 1 40	Syrups	Acacia 50@ 50	Aurant Cortex 50@ 50	Zingiber 50@ 50	Ipecac 60@ 60	Ferri Iod 50@ 50	Rhei Arom 50@ 50	Smilax Off's 50@ 50	Senega 50@ 50	Scillae 50@ 50	Scillae Co 50@ 50	Tolutan 50@ 50	Prunus virg 50@ 50									
Tinctures	Aconitum Nap'sR 60	Aconitum Nap'sF 60	Aloes 60	Africa 60	Aloes & Myrrh 60	Asafoetida 60	Auranti Cortex 60	Benzoin 60	Benzoin Co 60	Barosma 50	Cantharides 75	Capsicum 50	Cardamon 75	Cardamon Co 75	Castor 1 00	Catechu 1 00	Cinchona 50	Cinchona Co 60	Columba 60	Cubebae 50	Cassia Acutifol 50	Cassia Acutifol Co 50	Digitalis 50	Ergot 50	Ferri Chloridum 35	Gentian 60	Gentian Co 60	Gulaca 50	Gulaca ammon 60	Hyosciamus 50	Iodine 75	Iodine, colorless 75	Kino 50	Lobelia 50	Myrrh 50	Nux Vomica 50	Opil 75	Opil, camphorated 50	Opil, deodorized 1 50	Quassia 50	Rhatany 50	Rhei 50	Sanguinaria 50	Serpentaria 50	Stromonium 60	Tolutan 60	Valerian 50	Veratrum Veride 50	Zingiber 20									
Mannia, S F 45@ 50	Menthol 3 50@ 4 00	Morphia, S P & W2 35@ 2 60	Morphia, S N Y Q2 35@ 2 60	Morphia, Mal. 2 35@ 2 60	Moschus Canton. 40	Myristica, No. 1 28@ 30	Nux Vomica po 15 28@ 30	Os Sepia 25@ 28	Pepsin Saac, H & P D Co 1 00	Picis Liq N N 1/2 gal doz 2 00	Picis Liq qts 1 00	Pil Hydrarg po 80 50	Piper Nigra po 22 18	Piper Alba po 35 30	Pix Burgun 7	Plumbi Acet 12@ 15	Pulvis Ip'e et Opil 30@ 1 50	Pyrethrum, bxs H & P D Co. doz. 75	Pyrethrum, pv 20@ 25	Quassia 8@ 10	Quinia, S P & W. 25@ 35	Quinia, S Ger 25@ 35	Quinia, N. Y. 25@ 35	Rubia Tinctorum 12@ 14	Saccharum La's. 22@ 25	Salacin 4 50@ 4 75	Sanguis Drac's 40@ 50	Sapo, W 12@ 14	Sapo, M 10@ 12	Sapo, G 15@ 15	Seidlitz Mixture 20@ 22	Sinapis 13@ 13	Sinapis, opt 30	Snuff, Maccaboy, DeVoes 51	Snuff, S'h DeVoes 51	Soda, Boras 9@ 11	Soda, Boras, po. 9@ 11	Soda et Pot's Tart 28@ 30	Soda, Carb 1 1/2@ 2	Soda, Bi-Carb 3@ 5	Soda, Ash 3 1/2@ 4	Soda, Sulphas 2@ 2	Spts, Cologne 2@ 2	Spts, Ether Co. 50@ 55	Spts, Myrcia Dom 2@ 2	Spts, Vini Rect bbl 2@ 2	Spts, Vini Rect 1/2 b 2@ 2	Spts, Vini R't 10 gl 2@ 2	Spts, Vini R't 5 gal 0 50@ 1 25	Strychnia, Crystall 2 1/2@ 4	Sulphur Subl 2 1/2@ 3 1/2	Tamarinds 3@ 10	Terebenth Venice 28@ 30	Theobromae 45@ 50	Vanilla 9 00@ 10	Zinci Sulph 7@ 8	Oils	Whale, winter bbl gal 70@ 70
Lard, extra 70@ 80	Lard, No. 1 60@ 65	Linsced, pure raw 41@ 47	Linsced, boiled 41@ 47	Neat's-foot, w str 65@ 70	Spts, Turpentine 58@ 63	Paints bbl L	Red Venetian 1 1/2@ 2 @ 3	Ochre, yel Mars 1 1/2@ 2 @ 4	Ochre, yel Ber 1 1/2@ 2 @ 3	Putty, commer'l 1 1/2@ 2 1/2@ 3	Putty, strictly pr 2 1/2@ 3	Vermilion, Prime 13@ 15	American 75@ 80	Vermilion, Eng 14@ 18	Green, Paris 13@ 16	Lead, red 6 1/2@ 7	Lead, white 6 1/2@ 7	Whiting, white S'n 9@ 90	Whiting, Gilders' 9@ 95	White, Paris Am'r 1 25@ 1 25	Whit'g Paris Eng cliff 1@ 1 40	Universal Prep'd 1 10@ 1 20	Varnishes	No 1 Turp Coach 1 10@ 1 20	Extra Turp 1 60@ 1 70	Coach Body 2 75@ 3 00	No 1 Turp Furnl 90@ 1 10	Extra T Damar 1 55@ 1 60	Jap Dryer No 1 T 70@ 70																													

Mannia, S F 45@ 50	Menthol 3 50@ 4 00	Morphia, S P & W2 35@ 2 60	Morphia, S N Y Q2 35@ 2 60	Morphia, Mal. 2 35@ 2 60	Moschus Canton. 40	Myristica, No. 1 28@ 30	Nux Vomica po 15 28@ 30	Os Sepia 25@ 28	Pepsin Saac, H & P D Co 1 00	Picis Liq N N 1/2 gal doz 2 00	Picis Liq qts 1 00	Pil Hydrarg po 80 50	Piper Nigra po 22 18	Piper Alba po 35 30	Pix Burgun 7	Plumbi Acet 12@ 15	Pulvis Ip'e et Opil 30@ 1 50	Pyrethrum, bxs H & P D Co. doz. 75	Pyrethrum, pv 20@ 25	Quassia 8@ 10	Quinia, S P & W. 25@ 35	Quinia, S Ger 25@ 35	Quinia, N. Y. 25@ 35	Rubia Tinctorum 12@ 14	Saccharum La's. 22@ 25	Salacin 4 50@ 4 75	Sanguis Drac's 40@ 50	Sapo, W 12@ 14	Sapo, M 10@ 12	Sapo, G 15@ 15	Seidlitz Mixture 20@ 22	Sinapis 13@ 13	Sinapis, opt 30	Snuff, Maccaboy, DeVoes 51	Snuff, S'h DeVoes 51	Soda, Boras 9@ 11	Soda, Boras, po. 9@ 11	Soda et Pot's Tart 28@ 30	Soda, Carb 1 1/2@ 2	Soda, Bi-Carb 3@ 5	Soda, Ash 3 1/2@ 4	Soda, Sulphas 2@ 2	Spts, Cologne 2@ 2	Spts, Ether Co. 50@ 55	Spts, Myrcia Dom 2@ 2	Spts, Vini Rect bbl 2@ 2	Spts, Vini Rect 1/2 b 2@ 2	Spts, Vini R't 10 gl 2@ 2	Spts, Vini R't 5 gal 0 50@ 1 25	Strychnia, Crystall 2 1/2@ 4	Sulphur Subl 2 1/2@ 3 1/2	Tamarinds 3@ 10	Terebenth Venice 28@ 30	Theobromae 45@ 50	Vanilla 9 00@ 10	Zinci Sulph 7@ 8	Oils	Whale, winter bbl gal 70@ 70
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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 By Columns

Table listing various grocery items and their prices, organized by column (A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y).

1

Table 1: Groceries including Axle Grease, Baked Beans, Bath Brick, Brooms, Brushes, Butter Color, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Chicory, Cocoa, Cocoa Shells, Coffee, Crackers, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Flavoring Extracts, Fly Paper, Fresh Meats, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Pelts, Indigo, Jelly, Licorice, Lye, Meat Extracts, Molasses, Mustard, Nuts, Nives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Saleratus, Sal Soda, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Sugar, Syrups, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

2

Table 2: Groceries including Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Shrimps, Succotash, Strawberries, Tomatoes, Carbon Oils, Catsup, Cheese, Chewing Gum, Chicory, Cocoa, Cocoa Shells, Coffee, Crackers, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Flavoring Extracts, Fly Paper, Fresh Meats, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Pelts, Indigo, Jelly, Licorice, Lye, Meat Extracts, Molasses, Mustard, Nuts, Nives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Saleratus, Sal Soda, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Sugar, Syrups, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

3

Table 3: Groceries including Cotton Windsor, Cotton Braided, Galvanized Wire, COCOA, Baker's, Colonial, Colonial, Epps, Huyler, Van Houten, Van Houten, Van Houten, Webb, Wilbur, Wilbur, COCOANUT, Dunham's, Dunham's, Dunham's, Bulk, COCOA SHELLS, 20lb. bags, Less quantity, Pound packages, COFFEE, Common, Fair, Choice, Fancy, Santos, Common, Fair, Choice, Fancy, Peaberry, Maracaibo, Choice, Mexican, Guatemala, African, Fancy African, O. G., F. G., Arabian Mocha, Package, New York Basis, Arbuckle, Dillworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only, Mail all orders direct to W. F. McLaughlin & Co., Chicago, Extract, Holland, 1/2 gro boxes, Felix, 1/2 gross, Hummel's foil, 1/2 gro., Hummel's tin, 1/2 gro., CRACKERS, National Biscuit Company's Brands, Seymour Butters, N Y Butters, Salted Butters, Family Butters, Soda, N B C Sodas, Select, Saratoga Flakes, Oyster, Round Oysters, Square Oysters, Faust, Extra Farina, Sweet Goods, Animals, Assorted Cake, Coco Bar, Bagley Gems, Belle Rose, Bent's Water, Butter Thin, Chocolate Drops, Coco Bar, Coconut Taffy, Cinnamon Bar, Coffee Cake, N. B. C. 10, Coffee Cake, Iced, Cocoonut Macaroons, Cracknels, Currant Fruit, Chocolate Dainty, Cartwheels, xie Cookie, Fluted Cocoonut, Frosted Creams, Ginger Gems, Ginger Snaps, N. B. C. 7, Grandma Sandwich, Graham Crackers, Honey Fingers, Iced, Honey Jumbles, Iced Happy Family, Iced Honey Crumpet, Imperials, Indian Belle, Jersey Lunch, Lady Fingers, hand md 25, Lady Fingers, hand md 12.

4

Table 4: Groceries including Lemon Biscuit Square, Lemon Wafer, Lemon Snaps, Lemon Gems, Lem Yeast, Marshmallow, Marshmallow Cream, Marshmallow Walnut, Mary Ann, Malaga, Mich Coco Fs'd honey, Milk Biscuit, Mich. Frosted Honey, Mixed Picnic, Molasses Cakes, Sclo'd 8, Moss Jelly Ear, Muskegon Branch, Iced 10, Newton, Oatmeal Crackers, Orange Slice, Orange Gem, Penny Assorted Cakes, 8, Pilot Bread, Pineapple Honey, Ping Fong, Pretzels, hand made, Pretzelettes, hand m'd 8, Pretzelettes, mch. m'd 7, Revere, Rube Sears, Scotch Cookies, Snowdrops, Spiced Sugar Tops, Sugar Cakes, scalloped 8, Sugar Squares, Sultanas, Spiced Gingers, Urchins, Vienna Crimp, Vanilla Wafer, Waverly, Zanzibar, CREAM TARTAR, Barrels or drums, Boxes, Square cans, Fancy caddies, DRIED FRUITS, Apples, Sundried, Evaporated, California Prunes, 100-125 25lb boxes, 90-100 25lb boxes, 80-90 25lb boxes, 70-80 25lb boxes, 60-70 25lb boxes, 50-60 25lb boxes, 40-50 25lb boxes, 30-40 25lb boxes, 1/4 c less in 50lb cases, Citron, Corsican, Currants, Imp'd. 1lb pkg, Imported bulk, Peel, Lemon American, Orange American, Raisins, London Layers, 3 cr, 1 50, London Layers 4 cr, 1 95, Cluster 5 crown, 2 60, Loose Muscatels, 2 cr., 5, Loose Muscatels, 3 cr., 6, Loose Muscatels, 4 cr., 6 1/2, L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2, L. M. Seeded, 1/2 lb 5 @ 6, Sultanas, bulk, @ 8, Sultanas, packages, @ 8 1/2, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd. Pk'd., Brown Holland, Farina, 24 1lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50lb sack, Pearl, 200lb. sack, Pearl, 100lb. sack, Maccaroni and Vermicelli, Domestic, 10lb box, Imported, 25lb box, Pearl Barley, Common, Chester, Empire, Green, Wisconsin, bu., 1 25, Green, Scotch, bu., 1 35, Split, lb., Rolled Oats, Rolled Avenna, bbls, Steel Cut, 100lb. sacks, Monarch, bbl., Monarch, 10lb. sacks, Quaker, cases, East India, German, sacks, German, broken pkg., Tapioca, Flake, 110lb sacks, Pearl, 130lb sacks, Pearl, 24 1lb pkgs., Cracked, bulk, xie Cookie, FISHING TACKLE, 1/2 to 1 in, 1 1/2 to 2 in, 1 1/2 to 2 in, 2 in, 3 in, Cotton Lines, No. 1, 10 feet, No. 2, 15 feet, No. 3, 15 feet, No. 4, 15 feet, No. 5, 15 feet, No. 6, 15 feet, No. 7, 15 feet, No. 8, 15 feet, No. 9, 15 feet.

5

Table 5: Groceries including Linen Lines, Small, Medium, Large, Poles, Bamboo, 14 ft., per doz, 55, Bamboo, 18 ft., per doz, 80, FLAVORING EXTRACTS, Foot & Jenks, Coleman's Van. Lem., 2oz. Panel, 3oz. Taper, No. 4 Rich. Blake, Terpeness Lemon, No. 2 D. C. per doz., No. 4 D. C. per doz., No. 6 D. C. per doz., Paper D. C. per doz., Mexican Vanilla, No. 2 D. C. per doz., No. 4 D. C. per doz., No. 6 D. C. per doz., Paper D. C. per doz., GELATINE, Knox's Sparkling, doz, 1 20, Knox's Sparkling, grol'd 00, Knox's Acidu'd. doz., Knox's Acidu'd. gro 14 00, Oxford, Plymouth Rock, Nelson's, Cox's, 2 qt. size, Cox's 1 qt. size, GRAIN BAGS, Amoskeag, 100 in bale/9, Amoskeag, less than bl 19 1/2, GRAINS AND FLOUR, Wheat, Old Wheat, No. 1 White, No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in barrels, 25c per barrel additional, Worden Grocer Co.'s Brand, Quaker, paper, Quaker, cloth, Quaker, Spring Wheat Flour, Pillsbury's Best, 1/4s, Pillsbury's Best, 1/2s, Pillsbury's Best, 3/4s, Lemon & Wheeler Co.'s Brand, Wingold, 1/4s, Wingold, 1/2s, Judson Grocer Co.'s Brand, Ceresota, 1/4s, Ceresota, 1/2s, Ceresota, 3/4s, Worden Grocer Co.'s Brand, Laurel, 1/4s, cloth, Laurel, 1/2s, cloth, Laurel, 3/4s & 1/2s paper, Laurel, 1/2s, Meal, Bolted, Golden Granulat'd, Feed and Millstuffs, St. Car Feed screened, No. 1 Corn and Oats, Corn Meal, coarse, Oil Meal, Winter wheat bran, Winter wheat mid'ngs, cow feed, Oats, Car lots, Corn, Corn, new, Hay, No. 1 timothy car lots, No. 1 timothy ton lots, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, INDIGO, Madras, 5lb boxes, S. F., 2, 3, 5lb boxes, JELLY, 5lb pails, per doz, 1 70, 15lb pails, 30lb pails, LICORICE, Pure, Calabria, Sicily, Root, LYE, Condensed, 2 doz, Condensed, 4 doz, MEAT EXTRACTS, Armour's, 2 oz, Armour's, 4 oz, Liebig's, Chicago, 2 oz, Liebig's, Imported, 2 oz, Liebig's, Imported, 4 oz, MOLASSES, New Orleans, Fancy Open Kettle, Choice, Fair, Good, Half barrels 2c extra, MINCE MEAT, Columbia, per case, 2 75.

Table 6: MUSTARD, OLIVES, PICKLES, POTASH, PROVISIONS, DRY SAIT MEATS, SAUSAGES, BEEF, PIG'S FEET, TRIPPE, CASINGS, RICE, SALAD DRESSING, SALERATUS.

Table 7: DELAWARE'S, SAL SODA, Common Grades, SALT, WARSAW, SOLAR ROCK, Common, SALT FISH, Mackerel, Whitefish, SEEDS, SHOE BLACKING, SOAP, SYRUPS, CORN, TEA, GUNPOWDER, Young Hyson, Oolong, English Breakfast, Naptha soap.

Table 8: Big Master, Marselles, Snow Boy Wash, Procter & Gamble Co., Lenox, Ivory, Star, Soap Powders, Central City Soap Co., Gold Dust, Kirkaline, Pearlina, Soapine, Rabbitt's 1776, Roseine, Armour's, Wisdom, Soap Compounds, Johnson's Fine, Johnson's XXX, Nine O'Clock, Rub-No-More, Scouring, Enoch Morgan's Sons, Sapollo, single boxes, Sapollo, hand, Scourine Manufacturing Co, Scourine, 50 cakes, Scourine, 100 cakes, SOAPS, Boxes, Kegs, English, SOUPS, Columbia, Red Letter, SPICES, Allspice, Cassia, China in mats, Cassia, Canton, Cassia, Batavia, bund., Cassia, Saigon, broken, Cassia, Saigon, in rolls, Cloves, Amboyna, Cloves, Zanzibar, Mace, Nutmegs, 75-80, Nutmegs, 105-10, Nutmegs, 115-20, Pepper, Singapore, blk., Pepper, Singap. white, Pepper, shot, Pure Ground in Bulk, Cassia, Batavia, Cassia, Saigon, Cloves, Zanzibar, Ginger, African, Ginger, Cochon, Ginger, Jamaica, Mace, Mustard, Pepper, Singapore, blk., Pepper, Singap. white, Pepper, Cayenne, Sage, STARCH, Common Gloss, 1lb. packages, 4@5, 3lb. packages, 4@, 5lb. packages, 5@, 6lb. packages, 5@, 40 and 50 lb. boxes, 3@3, Barrels, 3@, Common Corn, 20 lb. packages, 5, 40 lb. packages, 4@7, SYRUPS, Corn, Barrels, 22, Half Barrels, 24, 20 lb cans 1/2 oz in case 1 55, 10 lb cans 1/2 dz in case 1 50, 5lb cans 2dz in case 1 65, 2 1/2 lb cans 2 dz in case 1 70, Pure Cane, Fair, Good, Choice, TEA, Japan, Sundried, medium, 24, Sundried, choice, 32, Sundried, fancy, 36, Regular, medium, 24, Regular, choice, 32, Regular, fancy, 36, Basket-fired, medium, 31, Basket-fired, choice, 38, Basket-fired, fancy, 43, Nibs, 22@24, Siftings, 9@11, Fannings, 12@14, Gunpowder, Moyune, medium, 30, Moyune, choice, 32, Moyune, fancy, 40, Pingsuey, medium, 30, Pingsuey, choice, 30, Pingsuey, fancy, 40, Young Hyson, Choice, 30, Fancy, 36, Oolong, Formosa, fancy, 42, Amoy, medium, 25, Amoy, choice, 31, English Breakfast, Medium, 20, Choice, 20, Fancy, 40

Table 9: India, Cayton, choice, 83, Fancy, 69, TOBACCO, Fine Cut, Cadillac, Sweet Loma, Hiawatha, 5lb. pails, Hiawatha, 10lb. pails, Telegram, Ray Car, Fairy Rose, Protection, Sweet Burley, Tiger, Plug, Red Cross, Palo, Kyo, Hiawatha, Battle Ax, American Eagle, Standard Navy, Spear Head 7 oz., Spear Head 14-2-3 oz., Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Ripper Heidsick, Boot Jack, Honey Dip Twist, Black Standard, Cadillac, Forge, Nickel Twist, Smoking, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, 16 oz., I X L, 5 lb., Honey Dew, Gold Block, Flagnan, Chips, Kiln Dried, Duke's Mixture, Duke's Cameo, Myrtle Navy, Yum Yum, 1 2-3 oz., Yum Yum, 1lb. pails, Corn Cake, 2 1/2 oz., Corn Cake, 1lb. oz., Plov Boy, 1 2-3 oz., Plov Boy, 3 1/2 oz., Peerless, 3 1/2 oz., Peerless, 1 2-3 oz., Air Brake, Cant Hook, Country Club, Forex-XXXX, Good Indian, Self Binder, Silver Foam, TWINE, Cotton, 3 ply, Cotton, 4 ply, Jute, 2 ply, Hemp, 6 ply, Flax, medium, Wool, 1lb. balls, 6 1/2, VINEGAR, Malt White Wine, 40 gr. 8, Malt White Wine, 80 gr. 11, Pure Cider, B & B, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver, WICKING, No. 0 per gross, No. 1 per gross, No. 2 per gross, No. 3 per gross, WOODENWARE, Baskets, Bushels, wide band, Market, Splint, large, Splint, medium, Splint, small, Willow, Clothes, large, Willow, Clothes, med m, Willow, Clothes, small, Bradley Butter Boxes, 2lb. size, 24 in case, 72, 3lb. size, 16 in case, 68, 5lb. size, 12 in case, 63, 10lb. size, 6 in case, 60, Butter Plates, No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, No. 3 Oval, 250 in crate, No. 5 Oval, 250 in crate, Churns, Barrel, 5 gal., each, Barrel, 10 gal., each, Barrel, 15 gal., each, Clothes Pins, Round head, 5 gross bx, Round head, 75, Egg Crates, Humpty Dumpty, No. 1 complete, No. 2, complete, Cured No. 1, Cured No. 2, Faucets, Cork lined, 8 in, Cork lined, 9 in, Cork lined, 10 in, Cedar, 8 in, Mop Sticks, Trojan spring, Eclipse patent spring, No. 1 common, No. 2 pat. brush holder, 12lb cotton mop heads, Ideal No. 7

Table 10: Palls, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Traps, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes, Rat, wood, Rat, spring, Tubbs, 20-in. Standard, No. 1, 18-in. Standard, No. 2, 16-in. Standard, No. 3, 18-in. Cable, No. 2, 16-in. Cable, No. 3, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 14 in., 16 in., Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 19 in. Butter, Assorted 15-17, Assorted 17-19, WRAPPING PAPER, Common Straw, Fibre Manila, white, Fibre Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short c't, Wax Butter, full count, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Cream, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, Jumbo Whitefish, No. 1 Whitefish, Trout, Black Bass, Halibut, Bluefish, Live lobster, Boiled Lobster, Cod, Haddock, No. Pickrel, Pike, Perch, dressed, Smoked White, Red Snapper, Col. River Salmon, Mackerel, OYSTERS, F H Counts, Extra Selects, Selects, Perfection Standards, Anchors, Favorites, Bulk Oysters, F H Counts, Extra Selects, Selects, Standards, Perfection Standards, Clams, Shell Goods, Clams, Oysters, HIDES AND PELTS, Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer Hides, Old Wool, Pelts, Sheepskins, Shearlings, Tallow, No. 1, No. 2

Table 11: Wool, Washed, fine, Unwashed, medium, Unwashed, fine, Washed, medium, CONFECTIONS, Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32lb., Extra H. H., Boston Cream, Olde Time Sugar stick, Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bond Tergum, King Tom Cream, French Cream, Star, Hand made Cream, Premie Cream mixed, O F Horehound Drop, Gypsy Hearts, Lozenges, printed, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champlon Chocolate, Eclipse Chocolates, Quintette Chocolates, Champlon Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, Molasses Chews, Golden Waffles, Fancy-In 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Brilliant Gums, Cryst, A. A. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Crms., Cream Buttons, and Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, Buster Brown Goodies, 30lb. case, Up-to-Date Assmt, Kalamazoo Specialties, Hanselman Candy Co, Chocolate Maize, Gold Medal Chocolate Almonds, Chocolate Nugatines, Quadruple Chocolate, Violet Cream Cakes, Gold Medal Creams, Pop Corn, Dandy Smack, 24s, Dandy Smack, 100s, Pop Corn Fritters, 100s, Pop Corn Toast, 100s, Cracker Jack, Pop Corn Balls, NUTS, Whole, Almonds, Tarragona, Almonds, Ivica, Almonds, California, shell new, Filberts, Cal. No. 1, Walnuts, soft shelled, Walnut, new Chili, Table Nuts, fancy, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbo, Hickory Nuts, Ohio new, Cocconuts, Chestnut, New York State, Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Fancy, H. P. Suns, Fancy, H. P. Suns, Roasted, Choice H. P. Jbe, Choice, H. P., Jumbo, Roasted

SPECIAL PRICE CURRENT

AXLE GREASE



Mica tin boxes .75 9 00
Fraxagon .85 6 00

BAKING POWDER



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

Royal

10c size. 90
1/4 lb cans 135
6 oz cans 190
1/2 lb cans 250
3/4 lb cans 375
1 lb cans 480
3 lb cans 1300
5 lb cans 2150

BLUING

Arctic 4 oz ovals, p gro 4 00
Arctic 8 oz ovals, p gro 6 00
Arctic 16 oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



Sunlight Flakes
Per case \$4 00
Wheat Grits
Cases, 24 2 lb. pack's. \$2 00

CIGARS

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

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pks. per case . 2 60
35 1/2 lb pks. per case . 2 60
38 1/4 lb pks. per case . 2 60
18 1/2 lb pks. 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
Flats @ 3
Pork
Dressed 5 1/4 @ 5 1/2
Loins @ 7 1/2
Boston Butts @ 6
Shoulders @ 6 1/4
Leaf Lard @ 7 1/2
Mutton
Carcass @ 6
Lambs 8 1/2 @ 9
Veal
Carcass 5 1/2 @ 8

Karo
CORN SYRUP
24 10c cans 1 84
12 25c cans 2 30
4 50c cans 3 80

COFFEE
Roasted
Dwinell-Wright Co.'s Bds



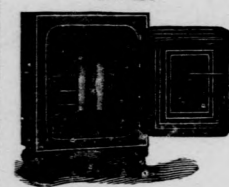
White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Melsel & 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 fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent 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 76
F. O. B. Plainwel, Mich.

SOAP

Leaver Soap Co.'s Brands



10 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. 4 40
Black Hawk, ten bxs. 3 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

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.
Because our prices are the lowest.
Because our service is the best.
Because our goods are always
exactly as we tell you they are.
Because we carry the largest
assortment in this line in the
world.
Because our assortment is always
kept up-to-date and free from
stickers.
Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

A MEAN JOB
Taking Inventory

Send now for description of our Inven-
tory Blanks and removable covers.
They will help you.
BARLOW BROS., Grand Rapids, Mich.



This is a picture of **ANDREW B. SPINNEY, M. D.**, the only Dr. Spinney in this country. He has had forty-eight years experience in the study and practice of medicine, two years Prof. in the medical college, ten years in sanitarium work and he never fails in his diagnosis. He gives special attention to throat and lung diseases 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.

**Forest City
Paint**

gives the dealer more profit with
less trouble than any other brand
of paint.

Dealers not carrying paint at the
present time or who think of
changing should write us.

Our **PAINT PROPOSITION**
should be in the hands of every
dealer.

It's an eye-opener.

**Forest City Paint
& Varnish Co.**
Cleveland, Ohio

Coupon Books

are used to place your business on a
cash basis and do away with the de-
tails of bookkeeping. We can refer
you to thousands of merchants who
use coupon books and would never
do business without them again.
We manufacture four kinds of
coupon books, selling them all at
the same price. We will cheerfully
send you samples and full informa-
tion.

Tradesman Company
Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Wanted—A clothing or shoe stock or general merchandise at 100 cents on the dollar. Address No. 103, care Michigan Tradesman. 103

Wanted—To consolidate my stock of merchandise with yours. What have you? Address No. 104, care Michigan Tradesman. 104

For Sale at a Bargain—Store, 22x70; also small stock of notions. \$800 down, balance on time; situated in live trading town. Investigate. C. V. Weller, Cedar Springs, Mich. 102

80-Acre improved farm, good buildings, well located, for sale or would exchange for stock of merchandise or house and lot in a good village or city. Advertisement will not appear again. Address No. 107, care Michigan Tradesman. 107

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

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. In health the cause of selling and must be sold quick. Cash deal. Address No. 161, care Michigan Tradesman. 961

For Sale or trade for stock of merchandise, house and lot and one vacant lot in Grand Rapids, Mich. Address L. H. Heyt, 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 nice 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

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. Hirsch, 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—Old established dry goods and grocery business in the liveliest town in Michigan. Population 2,000. 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 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—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 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

Wanted—Experienced shoe clerk. Must furnish references. Address No. 106, care Michigan Tradesman. 106

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

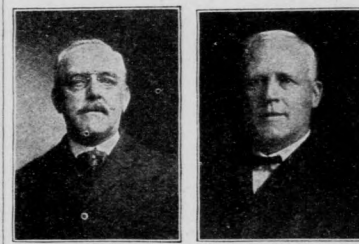
H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

MISCELLANEOUS.

To Exchange—80 acre farm 3 1/4 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house 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."

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14. THREE COLUMNS.

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

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So double pages, registers 2,850 invoices..... \$2 00

Tradesman Company
Grand Rapids, Mich.

F. M. Quick
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Citizens' Phone.
No. 94

F. M. QUICK & CO.,

Staple and Fancy Groceries,

Shoes and Dry Goods.

Nashville, Mich., Sept 21 1904

*Mich Tradesman
Gentlemen - Through
our ad in the Tradesman
we have sold our stock
of Mde to Brown Bros.
You will kindly remove
the ad and oblige
F. M. Quick & Co
Box 2177.*

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 Lodge, 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 at bargain all the fixtures of the Metropolitan Dry Goods store in Saginaw. All practically new. Will be sold cheap, as I am closing out the entire stock and fixtures of the above concern, will sell in lots to suit purchaser. Address L. H. Hayt, 118 North Franklin, Saginaw, Mich. 88

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—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

For Sale—A 25 horse-power steel horizontal boiler. A 12 horse-power engine with pipe fittings. A blacksmith forge with blower and tools. Shafting, pulleys, belting. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

POSITIONS WANTED.

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

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—Registered pharmacist. Young man with city experience. Good salesman, permanent position. References required. Address Reburn, Kalamazoo. 105

First Day's Work of the M. K. of G.

Detroit, Dec. 27.—Michigan Knights of the Grip to the number of more than 200 gathered in Golden's hall this afternoon and opened the sixteenth annual convention of the organization. Michael Howarn presided and the address of welcome was made by Corporation Counsel Tarsney, in which he complimented the organization on the fact that it was largely through the efforts of traveling men that the Inter-state Commerce Act was passed.

"You are the scouts of commerce," he said, "and it is through your influence that the interchangeable mileage book was secured, and it now lies with you to see that legislation regulating the rates of transportation is passed. You have already done much, but there is more that you can do and I am certain that you will not fail in your efforts."

The roll call of officers showed that Secretary C. J. Lewis, of Flint, was absent on account of illness and a telegram expressing regret and a hope for his early recovery was sent to him. During the convention Treasurer H. E. Bradner will attend to his duties.

Gov. Bliss received a hard rub in President Howarn's report, the speaker referring to him as "an accidental chief executive, who, after next Sunday, will be following his usual vocation of office seeking." The criticism was made in referring to the Governor's veto of the Brown bill, which is intended to regulate the sale of stocks of goods in bulk.

The President congratulated the organization on arriving at a point in its history where it is able to pay all of its obligations immediately after their approval. This was made possible, he said, by an addition to the constitution enabling the Board of Directors to order an assessment whenever the fund was found to be below \$1,500 instead of \$500, which had been the rule for years. The organization pays a death benefit of \$500 and President Howarn said that on account of the unusual number of deaths during the past year, which was exceeded by only one year in the history of the organization, four special assessments had been ordered during the past twelve months. He urged the members to work to get the total membership of the organization to the 3,000 mark.

The report of Secretary Lewis, read by Treasurer Bradner, showed the total membership to date to be 1,671, a gain of 128 over the past year. During the year nineteen members died and, while the roll call of the dead brethren was read, all present rose from their seats as a mark of respect, and when the last name was reached joined in singing a verse of "Nearer, My God, to Thee."

Treasurer Bradner's report showed the snug sum of \$4,170.35 on hand as balance in all funds.

On account of the delay of the trains bearing the Lansing and Grand Rapids delegations, the greater part of the business of the convention had to be laid over until to-day, when reports from the committees ap-

pointed by the President will be heard.

An interesting question and one of vital moment to the traveling men will come up when the convention will discuss the status of traveling men and try to determine whether they are "professional men" or "employees." In case of bankruptcy, the latter are preferred creditors and get full returns from the estate, while if they rank as "professionals" they have to take the percentage declared by the court.

The committee appointments announced by the President yesterday are as follows: Credentials, F. S. Ganiard, Jackson; F. M. Ackermann, H. A. Bartlett, Flint. Rules and Order of Business, M. V. Foley, Saginaw; H. E. Daines, Detroit; Grant H. Rouse, Detroit. Selection of Vice-Presidents, C. L. Stevens, Ypsilanti; J. J. Machen, Detroit; William Simpliner, Bay City. Resolutions, A. F. Peake, Grand Rapids; A. W. Stitt, Jackson; P. T. Walsh, Detroit. President's Report, J. L. McCauley, Detroit; Samuel Schaefer, Saginaw; J. J. Carscadden, Detroit. To Assist in Forming Ladies' Auxiliary, N. B. Jones, Detroit; J. A. Weston, Lansing; W. B. Hogue, Detroit. Press, M. S. Brown, Saginaw; H. C. Klocksiem, Lansing, and R. W. Jacklin, Detroit.

The Ladies' Auxiliary in connection with Post C have long hoped to unite with the ladies of the State in forming a State body, and yesterday this purpose was accomplished. The meeting was opened in the morning in Golden's hall by Maj. Jacklin, and Mrs. Joseph O'Reilly was appointed temporary Chairman, and Mrs. W. B. Hogue temporary Secretary. These two and Miss Elizabeth Rathbone united in drawing up the constitution, as adopted, and this morning the Board of Directors will meet in the Griswold House parlors to make up a form of application and certificate of membership.

The officers, as elected, are as follows:

President—Mrs. Joseph O'Reilly, Detroit.

Vice-President—Mrs. C. W. Hurd, Flint.

Secretary and Treasurer—Mrs. W. B. Hogue, Detroit.

Sergeant-at-Arms—Mrs. H. E. Bradner, Lansing.

Board of Directors—Mrs. C. W. Stone, Battle Creek, for three years; Mrs. Nellie Field, Lansing, for two years; Mrs. J. C. Coleman, Detroit, for one year.

Review of the Hardware Market.

While the demand for all classes of lines of general hardware is necessarily curtailed by the advent of the holiday season, prices are being well maintained in all lines and much higher values are expected to be placed on all goods immediately after Jan. 1. Up to this time, December has been a very active month, both for the placing of orders for current needs and for delivery next season. Manufacturers have raised their quotations on numerous minor lines and many have refused to book contracts

for far distant deliveries at present prices, as the continued advances in pig iron and the other metals which enter into the composition of the finished hardware have exerted a stimulating effect upon values of heavy and shelf goods alike.

The outlook for next year is very promising and active preparations are being made by manufacturers, jobbers and retailers for an enormous influx of orders in the first and second quarters of 1905. The demand for builder's hardware continues heavy, and orders for immediate shipments are still being placed, while the big building contracts, which must soon be awarded, promise a very large business to those concerns interested in the manufacture or marketing of this class of hardware. The trade in the so-called winter and holiday goods, including skates, sleds and snow shovels has been unusually satisfactory though the bulk of this business is now over for the year.

Following the recent advances in the prices of all classes of finished steel and the higher quotations on galvanized roofing sheets, many manufacturers of wire nails have succeeded in obtaining big premiums on their products, which are in good demand in all sections of the country. Although the leading manufacturers, including the American Steel & Wire Co., have not yet made any further advance in their official quotations, it is known that many independent concerns are already asking \$2 per keg f. o. b. Pittsburg, to which figure the official quotation is likely to be raised within a few weeks, although it is now unaltered at \$1.75 in carload lots to jobbers and \$1.80 to retailers. Eastern buyers are experiencing considerable difficulty in receiving shipments from the mills, owing to the congested condition of transportation facilities on account of snow and the scarcity of freight cars and locomotives on all the principal lines. The local quotations remain unchanged as follows: Single carloads, \$1.94½; small lots from store, \$2.

The Boys Behind the Counter.

Hancock—The Hancock clerks have instituted a movement which has as its object the early closing of the stores here and in Houghton during the balance of the winter, or all next year, the month of December excepted. Circular letters have been sent every merchant in the two towns asking them to agree to one of two propositions which will be submitted. One proposition is that the stores be closed at 6 o'clock every evening with the exception of Saturday the remainder of the winter after Jan. 1, and the other that the stores be closed every evening, with the exception of Monday and Saturday and the month of December during 1905. An early closing agreement has been in effect in the two towns during the winter after the holidays during the past two years. Heretofore the clerks' union has started the movement, but as the organization has lapsed because of the lack of a walking delegate and an official slugger—both of which are

necessary to the success of a trades union—the Hancock clerks took the initiative this year. As the merchants agreed to close their stores early during the dull season heretofore and lived up to the agreement, it is not believed much opposition will be met with. The stores are being kept open until a late hour these days and the clerks believe they should have their evenings after the first of the year to make up for the extra time they are now working.

Recent Business Changes in the Buckeye State.

Akron—Mrs. Ella Yockey is succeeded by Jas. A. Myers in the dry goods business.

Cincinnati—Oscar Gassman & Co., retail dealers in cigars, have gone out of business.

Cleveland—Emsheimer, Daniels & Co., manufacturers of ladies' waists have dissolved partnership and the business will be continued by the Emsheimer-Fishel Co.

Dayton—Joe Leady, grocer, is succeeded by Joseph Deady.

Dayton—Warner & Co are succeeded by Leon and Elias Margolis, who will carry a stock of dry goods, notions and shoes.

Jamestown—Miller & Gardner, druggists, are to succeed Rynerson & Gibson.

Melvin—Schrack & Johnson, dealers in grain, etc., are succeeded by H. C. Johnson.

Shanesville—Silas Wise, grocer, succeeds L. D. Troyer & Co.

Zanesville—The grocery and meat business formerly conducted by J. W. Shafer & Co. is to be continued by Shafer & Winter.

Cleveland—The creditors of Issac Newnan, dealer in boots and shoes, have filed a petition in bankruptcy.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Dec. 21.—Creamery, fresh, 24@26c; storage, 22½@24½c; dairy fresh, 16@23c; poor, 12@15c; roll, 19@20c.

Eggs—Candled, fresh, 26c; cold storage, 21@22c; at mark, 20@20½c.

Live Poultry—Chicks, 9@11c; fowls, 9@10c; 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@16c; 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.

BUSINESS CHANCES.

A Good Proposition—I have been for a number of years in the employ of a firm who make a business of buying and selling bankrupt stocks of dry goods, clothing and shoes, can make 5 to 10 times as much money in this as in regular business. I understand this business thoroughly. Want to meet a good square business man who can invest from \$7,000 to \$10,000 in this business. It is absolutely safe and a big money-maker. Many a merchant is plodding along in the old rut, when with the same capital invested in this business, he can make at least 5 times as much as he is making. If you are open for a good square and absolutely safe business proposition, here it is. Address No. 108, care Michigan Tradesman. 108