

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, JANUARY 4, 1905

Number 1111

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Our Spring and Summer samples for 1905 now showing. Every kind ready made clothing for all ages also always on hand, Winter Suits, Overcoats, Pants, etc. Mail and phone orders promptly shipped. Phones, Bell, 1232; Citizens, 1957. See our children's line.

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WIDDICOMB BLDG. GRAND RAPIDS.
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST
WORTHLESS ACCOUNTS
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Have Invested Over Three Million Dollars For Our Customers in Three Years

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

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REGULATING FREIGHT RATES.

Few if any recommendations in the President's message have called out more comment and stirred up more discussion than that relative to Government regulation of railroad rates. Some gave it as their opinion that slumps in Wall Street prices were occasioned by it, but that does not give Frenzied Finance Lawson the credit he claims. The railroads of course resent any suggestion of interference and insist that they are privileged to run their own business as they see fit, without being accountable to anyone but their stockholders. National banks are under Government control and very strict surveillance, but national banks have prospered, and so will railroads after the necessary regulation becomes an established fact. The people really have a great deal more right to some say in the management of railroads than of banks, because the roads have valuable franchises granted by the people, usually without any great cost to the projectors of the enterprise.

The establishment of the Interstate Commerce Commission was a step in that direction, a step taken a good while ago. Whenever there has been an attempt to give the Commission more power it has been earnestly fought by the railroad representatives at Washington, and thus far they have been successful. It is said that the Interstate Commerce Commission can correct rates without further legislation, but it is a very roundabout process. A shipper who feels that the rate imposed upon him is unjust can, it is true, appeal to that Commission and have a hearing. If the Commission finds that the complaint is well founded, it says so and makes a recommendation that the rate be changed and serves this

notice on the railroad. That sounds fine and looks fine, but the railroad may refuse to pay any attention to the recommendation and the only way of enforcing the rule is by appeal to the Circuit Court of the United States. Experience shows that from five to seven years are necessary before a decision can be secured from that tribunal. Meantime the railroad goes right on charging the exorbitant rate and perhaps the complaining shipper has failed or died. If the ruling of the Interstate Commerce Commission could be made instantly effective and the common carrier compelled to obey its behests, then something substantial would be secured.

The national legislators manifest great reluctance to take up this subject. They are charged with being over-friendly to the railroads. There are upward of 500,000 business men already organized in an effort to secure the much desired and much needed freight regulation. It is interesting in this connection to note that the freight earnings of railroads in the United States in 1903 amounted to over \$1,338,000,000, while the total receipts of the government in the same year footed up only a little over \$694,621,000. The money involved in this matter is simply immense, twice the national revenue from all sources. As pointed out the other day it is a mistake to suppose that the business men and the shippers are the only ones who have any immediate interest or concern in this matter. Freight is an important factor in determining the cost of any manufactured product to the consumer. There is freight on the raw material to the mill and freight again to the jobber and the retailer. It is often a big item in the cost. Transportation is a large factor in what people have to pay for agricultural products. Some think that there should be a special court, with nine judges, one from each judicial district, to determine rates, but that looks like a multiplication of offices. The shorter, surer way would be to increase the power of the Interstate Commerce Commission, whose members are already familiar with the facts and figures. This is a question which Congress ought to consider and consider favorably.

Many manufacturing concerns in Chicago are reported to be looking for locations elsewhere. Labor troubles have been so numerous in Chicago that business operations have been seriously interrupted. There is a disposition among large manufacturers to seek locations in smaller towns for the reason that in the larger towns strikes are more common.

GENERAL TRADE REVIEW.

Anticipation of increasing activity to follow the opening of the new year was so strong as to materially affect market conditions in the closing days of the old year. In spite of the holiday season price changes were generally upward and the volume of trading was materially larger than for preceding weeks. As it became known that dividend disbursements would be in excess of expectation there was a demand for investment buying sufficient to account for the increased activity. The opening days of the new year are a good deal unsettled by the Japanese successes in the East and the latest Northern Securities decision, in spite of the fact that these events have been long expected. This flurry will be only for a day or so, when the market will settle down to the steadier tone sure to follow the normal advance of industries in all fields. Dividends to be paid out at the beginning of the year are in excess of expectation in very many instances. This gives assurance of healthy advance all along the line.

The volume of holiday trade throughout the country is reported in excess of expectations. This means a general depletion of stocks and the early placing of orders which had been withheld awaiting the outcome. The curtailment of production in many manufacturing centers on account of the drouth was resulting in an unhealthy advance in prices which threatened an adverse effect on demand, but, fortunately, heavy rains in the threatened localities have restored normal conditions. Stock-taking and inventories are giving the usual interruptions, but the assurance of early demand will expedite these as far as possible. Reports as to wheat conditions affirm the shortness of the crop, but it is interesting to note that prices are so high that the value as a whole greatly exceeds that of the record yield of the past. Corn is in a more satisfactory condition as to quantity, and the high price brings the value of this cereal to fully 1,000,000,000.

Drouth curtailment in the iron and steel centers resulted in a decided advance in the price of pig iron and many finished steel products. The demoralization of cotton prices still unsettles the manufacturer, but resumption is rapid at most centers. Wool is the busiest of the textile industries and prices of material and products are tending upward. Some lines of hides are showing a weakening tendency, but manufacturers of boots and shoes are firm in their demands for their output.

The man who suspects everybody is surely a suspicious character.



Telepathy Between Seven Monroe Street Merchants.

How lonesome all the stores seem the week following Christmas day; and, as a general thing, their windows also show signs of the universal business depression. To be sure, something in the way of gifts is purchased for New Year's, but the buying lacks spirit—lacks animation.

If I owned a store, the first thing after "the gladdest day in all the year" I should see to it that not a sprig of old dried-up holly was allowed to disfigure my windows. Withered flowers are a detriment to store attractiveness at any season of the year, but dead holly—there is nothing more doleful. The heat of the store soon deteriorates it anyway, and after the day has passed whose good cheer called it forth in its all-brilliant freshness its departed beauty is dreary to contemplate. Better to chuck it all in the waste box immediately after the Day of Days.

* * *

Peck Bros.' immense windows look so nice and clean. I wish all storekeepers might, with dear little Buster, "resolve" a few things to be observed during the entire year, and one of them should be:

Resolved—Always to have my store windows immaculate.

Most of the articles in this drug exhibit are simply cartons arranged in pleasing groups. This is really but the Kindergarten idea on a large scale—something that easily may be accomplished by any cross-roads dealer by exhibiting a little taste. Of course, there are very many dealers who are born without a glimmer of artistic perception and who never acquire it as the years go by; but there is generally one employe who is better at window dressing than any of the rest of the people around the place and into his care should the store front be entrusted.

The articles to which Peck Bros. are calling the special attention of the passersby are: Dr. King's New Discovery for Consumption; Dr. King's New Life Pills; H. E. Bucklen & Co.'s Electric Bitters, also their Arnica Salve; Lister's Tooth Soap for Everybody, and Dog Soap for Animals; a quantity of Johnson & Johnson's preparations, a placard reading as follows:

Johnson's Medicated Soaps for Toilet and Sick Room.
Johnson's Borated Soap for the Baby.

Johnson's Carbolic Soap for Toilet and shaving.

Johnson's Tar and Witch Hazel Soap for Toilet and Bath.

Johnson's Sulphur Soap for the Skin.

Johnson's Corrosive Sublimite Soap for the Surgeon.

At the bottom of the above are added the lines:

Lister's Tooth Soap for Everybody.
Lister's Dog Soap for Animals.

There are numerous pictures of cute little canines to further interest the spectator in the medicaments for His Dogship.

The manufacturers are given on the label as being at "New Brunswick, New Jersey, U. S. A.," which would infer that there is some export demand for the product of these people. Their Digestive Tablets are given prominence by a picture of two pretty young ladies dining together and on this placard this is announced:

Lobster, Mince Pie and Pudding May Be Eaten with Impunity When You Use

Johnson's Digestive Tablets.

(These—or something similar—might have been "eaten with impunity" by many a devotee of epicurean delights during the past ten days.)

Then there are in these windows: Mellin's Infants' Food, and next to this a lot of 39c hair brushes, which juxtaposition should not be—at 39c or any other price; an immense stone jar of Peck Bros.' Cold Cream, of which they must sell any quantity this "chappy" weather; a half dozen or so of the "Rexall Remedies, of which there is one for each ailment"—Mucu-Tone, Catarrh Jelly, Ointment, Carbolic Salve, Toilet Soap, Rose Water Glycerine, Little Liver Pills and Sodium Phosphate.

All the hundreds of boxes are laid with mathematical precision, which is pleasant to behold for the person cursed with the "true eye."

* * *

I have sometimes noticed as a peculiarity that the same spirit some weeks seems to possess the window-men employed in widely-different establishments. For instance, this week all the window trimmers on Monroe street for two blocks have arranged their exhibits with one part exactly balancing the one on the other side of the compartment, or else everything has been placed in evenly fixed groups. Witness Peck's drug store, Miles' hardware store, Dettenthaler's Market, Wurzburg's jewelry store, Steketee's dry goods store, Starr & Gannon's men's furnishing place and Herrick's grocery.

* * *

Miles' east window is filled with the smaller objects—scissors, shears, pocket knives, razors of several sorts and strops, ice skates, and sharp steel knives for housewives' and meat men's use. The other window is entirely occupied with kitchen utensils of aluminium—the metal that looks like silver and wears like iron.

* * *

Dettenthaler shows what may be done with big spaces occupied with a quantity of one kind of merchandise. The east window is halved and consigned to Perfection Rye and Palace Car canned goods, while the entire west window shows a mass of tin cans with a clean looking label in green and white reading that the contents is Northland canned corn,

on which there is a so-called Special Sale all the week. (Hear ye, women!)

* * *

F. W. Wurzburg's jewelry windows always demonstrate that the hand of taste has been busy in their locality. Nothing but cut glass occupies one space, with just clocks—three gilt ones and, by way of contrast, five severe Mission timepieces—in the other window. The floor and background being in dainty white, all the goods are made conspicuous.

Edmund Russell once said, in one of his lectures on art: "Avoid anything in the nature of a spot." I do not agree with his opinion, for it is a well-developed fact that things do show up better by contrast.

* * *

Steketee's windows are broken (the space, not the glass) into six parts: Comfortables and blankets; sweaters, dressing jackets and shirt waists; infants' garments; stocks and belts; underwear, and medium sized floor rugs.

* * *

Starr & Gannon should cover their tiled window floor or else get a new one, for it is decidedly the worse for wear. That is the only adverse criticism I have to make of their exhibits, for the latter are generally faultless in arrangement and the goods are such as appeal to "slick dressers."

* * *

Herrick makes one's mouth water for those Maraschinos—so hard to pronounce, so delicious to eat! These are distributed with Sears' tidbits, the very pictures on the wrappers of which give one the desire to sample the contents. "Looks count for everything," but here is a case where the looks do not belie the contents.

Legal Regulation of Diet.

It is no longer "Cursed be he that cries enough," but "blessed." An Englishman wants legal regulation of diet as a result of Yankee food experiments by Prof. Atwater and others. People waste energy in eating that otherwise might be profitably utilized elsewhere. Much of this expenditure of energy is upon an excess of food beyond the needs of the individual. Such excess is largely absorbed, distributed and excreted by the body, and to this process no

little energy is directed. In this useless effort energy is chiefly wasted by the nitrogenous foods. Excessive starches and sugars are burned off in the lungs almost directly. The ordinary man, it is argued, eats too much, and in so doing wastes energy he might have used with profit. Not only is this work sustained, but, by release of energy ordinarily dissipated in the demolition of food excess, the sum of work is prodigiously increased, in some cases by so much as 60 or 70 per cent.

A certain editor and publisher once told his employes that one of the most effective lessons he ever learned consisted of only four words. Having asked his grandfather to explain to him the meaning of a certain word, the old gentleman replied: "Frank, there's the dictionary." A great many people in the world might be benefited by a like firm but kindly attitude on the part of their friends which would mean nothing less than: Do it yourself.

Poetry is the swan song of Poverty.

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.

A MEAN JOB Taking Inventory

Send now for description of our Inventory Blanks and removable covers.

They will help you.

BARLOW BROS., Grand Rapids, Mich.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH

For \$4.00

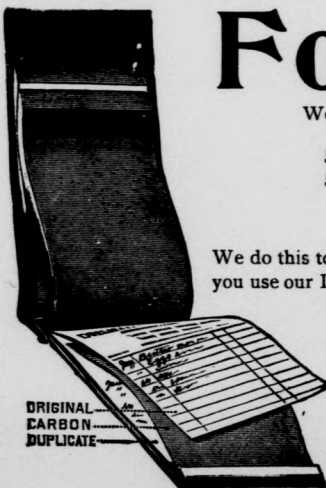
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105 Ottawa Street,
Grand Rapids, Michigan



GOOD HEALTH IN WINTER.

Food and Drink and Protection for the Body.

Both men and women when they decide to "wrap up" do so by increasing the number of layers of clothing in front over those on the back of the body. It is a great mistake, writes a physician in the London Daily Mail. The main "telephone exchange" of the nerves of the body lies in the spinal cord in the spinal canal, and this exchange has immediate, complete and instantaneous connection with the skin of the whole of the back of the trunk and is much more sensitive than that of the skin in front. This can be proved by the application of a cold sponge alternately to the skin of the trunk in front and behind and noting the effect.

Again, how many people, especially in a draughty house, unconsciously or otherwise endeavor to cover the back, either by an additional wrap or the comfort of a cosy armchair.

It behooves us, then, to see that the back is covered, if not more, at least as much as the front, especially between the shoulders. In men the thin back of the waistcoat is "the undertaker's best friend." In women it is the space between the top of the corset and the center of the neck, more especially in the type of garment popularly known as the "pneumonia blouse."

Very many persons are afflicted at this time of the year with a "little niggling cough." Let them look to the warmth of the spine from the root of the neck to the center of the loins. To effect this it is not necessary to add another layer of covering to the front, in the style of the old back and front chest protector; a double fold of thick flannel sewn into the waistcoat or blouse at the back is quite ample.

If possible, for man or woman alike, it were better that he or she had never known or been used to any form of neckcloth or wrap. The writer was once a martyr to "bad throats" while he used coverings in the form of neck wraps, and was rewarded by repeated attacks of laryngitis or painful sore throat and many attacks of bronchitis. Since discarding all neckcloths or wraps he has enjoyed continuously robust health for twelve years. It is significant that singers habitually keep the neck free and avoid over-heating it.

We have all felt the "cold, chilly shiver" run down the back on first going out on a winter's day with the usual thin waistcoat and overcoat. This can be entirely prevented. Let the man with the delicate chest have an extra thickness in his waistcoat and even in his coat, behind, and he will notice the increase in health during winter at once.

In the matter of undergarments many persons are "driven mad" with the irritation of wool next the skin. So bad is this at times that the whole temperament of a man or woman will be altered by donning a rough, woolly garment next the skin. The writer

has even seen a rise of bodily temperature, or slight febrile reaction, as the result of a scratchy undergarment. This trouble can at once be overcome by wearing some light form of summer undergarment under the heavy woolen winter one.

If an average man were to put on a silk blouse with the upper part of the chest and arms quite unprotected save for a fold of thin silk, and sit thus in any room, draughty or otherwise, he would be ready to assert that some spiteful person had deluged him with ice water. Yet a woman will do this and indignantly explain to you how really warm silk is. The reason is that the fair sex possess one of nature's warmest garments—a tolerably thick layer of heat producing fat immediately under the skin; man on the other hand—well! soft beauty of outline and pleasing and regular contours are not for him.

As regards footwear at this time, it is well to remember that for men and women, too, tight boots and shoes mean cold feet, and boots a size too large and roomy mean warm feet and fewer chilblains, no matter if the hose be rather on the thin side.

It should not be forgotten that a good, brisk walk, of not less than a mile, taken in the early part of the day, will go far to keep the whole body warm until bedtime under most conditions of winter in this country.

Food and drink are matters of the highest importance in this weather. There is, of course, nothing so warming as a good square meal. Hot drinks, such as tea and coffee and soups, are only very temporary stopgaps, unless taken with or containing some solid heat forming substance, as peas or pea meal, or meat and barley or potatoes.

Alcoholic drinks should be used sparingly as they all tend to cool the body and deprive it of more heat than they produce by dilating the vessels of the skin, and thus causing the warm blood from the interior to come to the surface.

Finally, and as not the least important consideration, let me impress on my readers that shut windows do not spell health. Nor do open windows spell colds and bronchitis. On the contrary, to sleep with the windows shut is to court the liability to catch cold. If it be cold, put an extra blanket on the bed, and open the window wider, if anything. You will wake up with no dry, nasty taste in your mouth, nor "that tired feeling," nor that "horrid morning headache."

Do not stand cold feet in bed for one instant. Get a hot water bottle and use it; never mind the silly and mistaken idea that it is "coddling." Cold feet mean a cough at night, and an inability to go to sleep. No one goes to sleep until the feet are warm, and no one enjoys calm, restful, unbroken sleep if the feet remain cold all night. Don't jump out of bed with bare feet on to cold oilcloth, but have warm slippers handy.

Lastly, when you rise, take a tepid bath, followed by a rapid cold rub with a towel, wet with cold water—

not an inadequate sponge—and go down to breakfast in a cheery room with a warm fire. You will have started your day under the best possible conditions—but do not forget to warm your feet and boots before going out.

Echoes of the Yuletide.

For some reason or other the Tradesman's traveling representative had failed to connect with the usually generous allowance of sample copies and, being always anxious to get hold of the latest issue for my own personal pleasure and education, I offered to buy the copy which one of the members of the Tradesman family of readers had just finished reading.

Our generous friend refused to sell the paper, but told me I was welcome to it, which kindness was accepted in the spirit of real gratitude.

Once aboard the train which was to carry me to the next town, to add to the happiness of merchants, I settled down to a feast of reading, intending, as is my habit, to devour all the good things as fast as they could be assimilated.

Suddenly my eyes were arrested by the advertisement of a Michigan candy factory, which struck me as being so conspicuous, so pleasing and so appropriate to the Christmas atmosphere that I read it four or five times in order to get all the benefit of its wholesome breadth and generosity.

"Talk is cheap" is an old adage, but when that talk appears as an advertisement in the Tradesman it is not very cheap—look at the reproduction and note the sweeping democracy of the first line:

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.

Here you have the ethics of universalism. Let the pessimist and the croaker take notice that here is a house big enough and unselfish enough to pay its good money for the privilege of wishing good things—real blessings—not alone to its own customers, but to every reader of the Michigan Tradesman.

From such evidence it is perfectly safe to deduct that a firm which is willing to write such sentiments in its advertising is taking a serious view of the brotherhood of men on this old earth of ours and would no doubt make sacrifices to bring about an early consummation.

The reference to a long life and the absence of—want—during such life is not only a clever piece of paraphrasing, but it also betrays a compassionate concern for the material and other welfare of the reader of that advertisement. The world is growing smaller and better every day and the problems—social, industrial and commercial—which in our strenuous but interesting time are bound to arise from day to day will all be met and solved and settled right by virtue of this ever-growing concern for "the other fellow's" welfare.

I have already met and warmly clasped the hand of a large portion of the thousands of loyal patrons of the old standby of Michigan merchants who have gladly paid their subscriptions promptly. Many more I expect to meet, and to all of you I wish to utilize this opportunity of sending a message of good cheer:

We must live together, not only during the Christmas and New Year's season, but the year through!

Don't you think it would be well to cultivate that spirit of mutual good will which so strongly marks the festive days still echoing in our hearts when all of us were bent upon brightening the lives of those about us and gladdening the hearts of as many as we could reach?

Would it not be possible to take the message of "Peace on earth, good will to man" so to heart that want and despair might be driven from the home of every self-respecting and ambitious soul?

Please ask yourself this question and when it shall be my pleasure to call upon you as the traveling representative oblige me with your answer.
Robt. Duderstadt.

Some pain is the price of any power.

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

PAPER BOXES

OF THE RIGHT KIND sell and create a greater demand for goods than almost any other agency.

WE MANUFACTURE boxes of this description, both solid and folding, and will be pleased to offer suggestions and figure with you on your requirements.

Prices Reasonable.

Prompt Service.

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



Movements of Merchants.

Vassar—L. C. Merritt & Co., grocers, are succeeded by E. G. Beckerson.

Kalamazoo—The Manning Tea Co. has opened a branch store at 730 Portage street.

Hart—C. Van Alsbury & Co. are succeeded by Garrett Van Alsbury in the meat business.

Swartz Creek—Newton Bros., dealers in hardware and implements, will discontinue business.

Detroit—The Edmunds & Jones Manufacturing Co. has filed articles of incorporation, with a capital stock of \$6,500.

Turner—M. R. King is to succeed H. R. Judson & Co., who formerly carried a stock of dry goods and boots and shoes.

Muskegon—Wilbur G. Smith has moved his grocery stock from 63 Terrace street to 116 Pine street, opposite the court house.

Detroit—John M. Dwyer, senior member of the firm of Dwyer & Vhay, died just as the bells and whistles were ushering in the new year.

Marshall—John P. Halliman and Charles Borer have formed a copartnership and engaged in the cigar business under the style of the Elk Cigar Co.

Edmore—John Hansen has purchased the hardware and grocery stock of the Edmore Hardware and Grocery Co. Mr. Hansen hails from Stanton.

Ovid—N. J. Clark has rented the store south of his shoe store to N. T. Fenner, of Pinconning, who will open up a hardware business the middle of January.

Alma—Orrie Giddings has resigned his position with the Alma Produce Co. and accepted the position of manager of the Empire Produce Co.'s branch at Mt. Pleasant.

Wayland—F. E. Pickett & Son have sold their general stock to V. C. Wolcott, formerly engaged in the grocery business at Lowell, who will continue the business at the same location.

Sault Ste. Marie—The P. H. Davis stock of clothing and shoes has been sold, subject to confirmation by the United States District Court, to Goldman Brothers, of Cadillac. The stock brought \$375.

Big Rapids—J. K. Sharpe & Co. are going out of the grocery business and are offering their stock and fixtures for sale. Their meat market, which they are now renting, will also be sold if they can find a purchaser.

Hancock—W. H. Mason & Co., dealers in wood, will embark in the commission business next spring as a side line. Hay, feed and building supplies will be handled. A warehouse, 20x120 feet in size, is now being constructed in the wood yard.

Hudson—Meade & Adler, who

came here from Jackson a little more than a month ago and established themselves in the clothing business in the store formerly occupied by A. & D. Friedman, made an assignment Dec. 28 to J. J. Crowley, of Detroit.

Olivers—H. E. Moseley & Co., of Grand Rapids, have purchased the potato warehouse of Robert Whiteside and placed C. A. Bigbee, of Chase, in charge of the same. This gives Mr. Moseley two warehouses in this vicinity, one at Chase and the other at this place.

Bay City—The Bialy Hardware & Supply Co. has filed articles of association with the county clerk. The capital stock is \$20,000, all paid in. The shares are \$200 and are held as follows: Robert C. Bialy, 170 shares; Abraham D. Bialy, 15 shares; Wm. H. McKerreghan, 15 shares.

Rockford—Geo. A. Sage has sold his grocery stock to Homer Miller and John A. Fletcher, who will continue the business under the style of Miller & Fletcher. Mr. Miller has been engaged in trade at Chase for the past year. Mr. Fletcher was clerk in the drug store of W. F. Hessler for several years.

Hudson—Hiel Bennett, John Dillon and Daniel Brown have bought the crockery, wall paper and picture framing department of George A. Cottrell's Fair store and will put in a line of furniture. They will also conduct an undertaking department in connection with the furniture, crockery and wall paper business.

Alma—The eleventh semi-annual dividend of the Union Telephone Co. has been paid to the stockholders. During the five and one-half years since first organized this company has never failed to make a 4 per cent. semi-annual dividend. The company now owns and controls nearly 5,000 phones, over 1,200 having been added during the past year.

Coldwater—The Chandler Hardware Co. has been placed in the hands of Z. G. Osborn as receiver. At the time of her death several years ago Mrs. R. G. Chandler stipulated that for a period of ten years the business should be conducted by R. G. Chandler and her two sons, Will S. and James S. Chandler, as trustees. For certain reasons the various heirs, who have all become of age, do not wish to wait the remaining five of the stipulated ten years, and brought suit in chancery for a division of the estate.

Mendon—Alexander Friedman, a dry goods merchant of this place, received a unique Christmas gift which is evidently conscience money. The present is a money order for \$20, sent by a man unknown to Mr. Friedman, but who was indebted to his father before Mr. Friedman was born. The debt outlawed over twenty years ago. No reference was made to the account, but the name on the money order corresponds with the one owing the account, which appears on the old books in Mr. Friedman's possession.

Saginaw—The Saginaw Butchers' Ice Co. has filed articles of incorporation, the purpose of the company

being the storing and selling of ice. The capital stock is placed at \$3,000, divided into 300 shares, \$2,200 of which has been subscribed for and \$1,500 paid in. The stockholders are Emil D. Francke, 20 shares; C. W. Henning, 20 shares; J. W. Symon, 20; A. P. Carle, 10; A. C. Fink, 10; R. F. Edelhoff, 20; J. C. Vogt, 20; Jacob Stengel, 5; Frank Flewelling, 10; Wm. Bandemer, 20; A. V. Edelhoff, 20; Wm. Westhoff, 10; Jas. S. Robinson, 10; Jas. T. Robinson, 6; John Wilf, 20, all of this city.

Detroit—Frank S. Munger, Abram P. Sherrill, James S. Meredith and Gaylord W. Gillis, of Detroit, as general partners, Abram P. Sherrill, George F. Moore, Jr., and J. Ledlie Hees, executors of the estate of Adela S. Moore, deceased, Helen A. Gillis, Mary E. Smith, Lilian E. Baldwin, all of Detroit, and Adela M. Hees, of Fonda, N. Y., as special partners, have filed articles of limited partnership as Edson, Moore & Co., to begin December 31, last, and to terminate December 31, 1908. Amounts contributed by special partners are: Executors of estate of Adela S. Moore, deceased, \$75,000; Helen A. Gillis, \$150,000; Mary E. Smith, \$75,000; Lilian E. Baldwin, \$75,000; Adela M. Hees, \$75,000. All of the amounts contributed are in property.

Manufacturing Matters.

West Branch—The William Shultz sawmill is being stocked by Michael Mier and the mill will soon begin sawing.

Douglas—E. E. Weed & Co. are considering the plan of putting in a stove mill to be operated in connection with their basket plant.

Detroit—Henry M. Leland, general manager of the Leland & Faulconer Manufacturing Co., has been chosen for a similar position with the Cadillac Automobile Co. Wilfred C. Leland, Treasurer of the Leland & Faulconer Co., becomes Assistant Treasurer of the Cadillac Co. For the past three years the Leland & Faulconer Manufacturing Co. has sold its entire output of automobile engines to the Cadillac Co.

Closing Session of the M. K. of G. Convention.

Detroit, Dec. 28—At the closing session of the sixteenth annual convention of the Michigan Knights of the Grip it was decided that the next gathering should be held in Jackson on the last Tuesday and Wednesday in August.

The following officers were elected.

President—Geo. H. Randall.

Vice-President—Wm. H. Baier, Detroit.

Secretary—C. J. Lewis, Flint.

Treasurer—W. V. Gawley, Detroit.

Directors—H. C. Klockslem, of Lansing; C. W. Stone, of Battle Creek, and C. W. Hurd, of Flint. All were elected to succeed themselves.

It was decided to transfer \$250 from the general to the relief fund and Treasurer H. E. Bradner notified the convention that at the next annual meeting he would submit an amendment to the constitution providing for a permanent relief fund.

The Resolutions Committee submitted the draft of a proposed law that will make the traveling men "employees" and not "professional men," as a late decision of the Supreme Court interpreted them to be. In case of the bankruptcy of an employing firm, employees are preferred creditors over the "professionals." There was some discussion as to the advisability of changing the annual dance to a banquet, and many of the older members deplored the absence of the old-time feasts. No action was taken.

The Ladies' Auxiliary met in the morning and drew up a form of application and certificate of membership. In the afternoon the visiting ladies were entertained by the members of the Auxiliary of Post C with a theater party to the Temple theater.

Fifth Annual Convention of Indiana Merchants.

Evansville, Ind., Jan. 2—The fifth annual convention of the Indiana Retail Merchants' Association will be held in Vincennes January 17, 18, 19, 1905. The officers of the Association join with the local committee in extending to you a hearty invitation to be present. This will be the greatest convention of retail merchants ever held in Indiana. The business to be considered by this convention is of most vital importance not only to the ninety associations in various parts of the State, but to every retail merchant. A programme has been prepared in which the interests of every branch of the retailers will receive attention.

Our merchants' protective bill, whereby we may be able to compel the unscrupulous debtor to pay his debts, is now ready for presentation to the Legislature, and we have every assurance of its enactment.

The parcels post, catalogue house, rebate stamp and premium schemes are some of the important subjects to come before the convention.

The basis of representation is one delegate for each twenty-five members or fraction thereof. However, all merchants, whether delegates or not, are invited to attend the sessions of the convention. The local committee at Vincennes has spared no pains to right royally entertain its guests. The historic reputation of Vincennes is assurance that this occasion will be no exception to the rule.

W. M. Madden, Sec'y.

You can not touch men as long as you think of them as masses.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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



The Grocery Market.

Sugar—The refined sugar market during the last year was rather an exceptional one, disappointing alike to refiners, jobbers and brokers, so far as the demand was concerned. The failure of the canning season and short fruit crops tended largely to curtail the demand. Prices have been favorable to the trade, as sugars ruled low, especially at the beginning of the season, when the net cash basis of granulated was 4.25c. The trade, however, did not buy heavily, owing to the feeling that the market would go lower, but instead of declining it steadily advanced during the season. Jobbers did not, as a rule, take hold until the market reached about 5.05c list and even then not very heavily, but when it reached 5.15c buyers purchased more freely on the delay shipment contract basis. The demand, however, continued light for some time and beet sugars coming into the Western markets at this time tended to hold in check the demand for cane sugars. This was soon disposed of and the refined market steadily advanced to its present highest point of 5.60c net, with chances of staying around this basis for the opening weeks of the new year. The average price of granulated during the year was about 4.75c per pound, against 4.64c the previous year. The average difference between raw and refined for the year was placed at about 80c per 100 pounds, against 92c in 1903. No reports have been received of new refineries put in operation during the year, but the Federal increased its daily output from 400 to 1,500 barrels and expects to enlarge it later on to the full capacity of 4,000 barrels.

Coffee—The conservative element in the trade regard the market on Brazilian grades as too high at present for the season and the statistical position. The speculators, on the contrary, assert that it should be higher. Probably the speculators' view of it will prove to be the correct one, since they have the power to carry it out if they like. Mild coffees are unchanged and firm, by reason of continued short crop reports. Mocha coffee is very firm and some sales have been made during the week at 1/4c advance. This has not yet communicated itself to jobbing prices, however. Java is unchanged but firm.

Tea—It is generally thought that Japan will be forced to put an export tax on tea this year if the war continues, and if that becomes certain it will, of course, have an immediate effect on the stocks of high grade teas held in this country, which are none too large in any case. There have been no changes in prices during the week, although the entire line is in shape for an advance. The market is sure to be strong from this time on, as the total shortage in all

tea lines for the season will approximate 12,000,000 pounds. This represents about 10 per cent. of the total consumption.

Canned Goods—The American Grocer's annual review of the canned goods trade shows that the tomato pack of 1904 was about two million cases short of that of the previous year or 8,671,053, against 10,282,309. This is regarded as rather favorable by the trade, however, as it will have a tendency to brace up the market and take the trade into the next year without any annoying surplus. With corn it is the other way. The pack was a record-breaker, being something over 11,000,000 cases, or double the average of the past ten years and more than double the pack of 1903. However, the market is in a good condition to care for the corn, as there has been no surplus carried over for the last two years and the large pack will doubtless be absorbed without trouble. Canned fruits are in only moderate demand. No one is buying heavily of staples this week. After the first there may be more activity. Salmon holds firm and shows no change. The demand is light and little excitement is anticipated until the spring trade gets well under way. Then there may develop some surprises.

Dried Fruits—Peaches are dull from first hands. Some sales have been made from second hands during the week at prices which, although much under the coast prices, still netted the seller a large profit. Seeded raisins are dull and unchanged, and loose are in the same condition. As stated last week, advances in the near future seem unlikely, as stocks in the East are ample to last for some time. Apricots are selling slowly in small lots at unchanged prices. Currants, in spite of the after-holiday dullness, have advanced 1/8c. Prune conditions on the Coast warrant a firm and advancing market. The carry-over on January 1 will be about the same as the carry-over of last year into new crop August 1, which means that an amount equivalent to this year's output has gone out between August 1 and January 1, leaving eight or nine months in which to dispose of the balance. Adding to this the low price at which prunes are quoted puts the market in a very firm way to clean up at better figures. The bulk of the stock still on the Coast is concentrated and in the hands of the packers and the larger growers and is well held. 50-60s and 60-70s are in considerably larger supply proportionately than other sizes, and occasional offers are made in an endeavor to sort up and reduce this proportion.

Rice—The latest reports from the South are to the effect that the yield of high grades is smaller than thought, but that there will be plenty of middle varieties. The demand is light.

Syrup and Molasses—Sugar syrup is unchanged in price and quiet. Molasses is quiet and unchanged. The advance in freight rates, reported last week and this, has as yet had no effect upon prices. Glucose has re-

mained unchanged during the past week. Compound syrup is unchanged and in light demand.

Fish—Mackerel has advanced from 50c@52 and the market is very strong. Sardines are somewhat unsettled. There is no demand of any consequence. Some independent holders are offering oils at a decline of about 15c, but these are reported to be stock that has been rejected. The sardine market is nominally unchanged. Cod, hake and haddock are in seasonable demand at firmly maintained prices. Salmon is dull and unchanged. Lake fish and whitefish show a seasonable demand and unchanged prices.

The Produce Market.

Apples—Prices range from \$2.25@2.50 per bbl., according to quality and variety.

Bananas—Prices are high and the cold weather has hindered their movement somewhat, commanding \$1@1.25 for small bunches; \$1.50@1.60 for Jumbos.

Beets—40c per bu.

Butter—Creameries are slightly higher, commanding 28c for choice and 29c for fancy. Receipts of dairy grades are increasing and the quality is generally good. No. 1 is strong at 21@22c and packing stock is steady at 15@16c. Renovated is in active demand at 21@22c.

Cabbage—50c per doz.

Carrots—40c per bu.

Celery—25c per doz. bunches.

Cranberries—Howes, \$8.25 per bbl.; Jerseys, \$7.50 per bbl.

Eggs—Receipts are increasing and the price is tending downward in consequence. Fresh command 22c for case count and 25c for candled. Storage are weak at 20@21c.

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 fetch \$3.25; Californias command \$3.50.

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. Nothing new is noted in this division. The market is on a fairly firm basis although orange prices will go slightly lower as the season advances.

Parsley—45c per dozen bunches for hot house.

Potatoes—Local buyers pay 20@25c, 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@12 1/2c; fowls, 10@12c; 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 are steady at \$3.25 per bbl.

Turnips—40c per bu.

The Grain Market.

Now that the holiday season has passed and wheat has not only held its own but made a good steady gain of practically 2c per bushel the past ten days, it begins to look as though the bulls had a little the advantage of the situation. The wheat visible shows a gain of 901,000 bushels the past week, and the world's shipments were reported at 6,936,000 bushels as compared with 10,432,000 bushels for the same week last year and 8,648,000 bushels two years ago. The amount of wheat reported on ocean passage from all countries is 33,184,000 bushels, as compared with 35,920,000 bushels at the same time last year. Receipts of wheat throughout the country have been rather light, at the same time the demand from millers is much improved. We have had generally cold weather on both continents, and there is reported a decided falling off in offerings from the Argentine exporters. With generally bullish conditions as existing at present what would be the result if our friend Lawson, of the "Frenzied Finance" fame, should say, "Buy wheat?"

Corn continues in good demand, shipments for export the past two weeks being over 6,000,000 bushels. The quality is improving and, in fact, we look for no complaint as regards quality for at least two or three months, or until frost comes out in the spring. Indiana, Ohio and Michigan have a considerable amount of soft, green, unmerchantable corn, but the most of it will be held by the farmers and fed to their own stock. The corn market is weak, selling at practically the lowest quotation on the crop.

There has been a fairly free movement of oats and a general tendency on the part of holders to sell out their long lines and make a clean-up of stocks which they have been accumulating the past four or five months. May oats have been hovering between 30@31 1/2c for the past two months, and the small speculators are tired out.

L. Fred Peabody.

Edwin M. Walden (Walden Shoe Co.) sold the remains of the Hoffman & Skeels general stock, at Brunswick, last Saturday as trustee of the mortgage creditors. There were four bidders, the successful bidder being C. Mast, of Grant, who was awarded the stock on a bid of \$430. About \$1,000 had been previously realized from the sale of goods at retail. Mr. Mast has leased the store building formerly occupied by Hoffman & Skeels and will remove his stock from Grant and consolidate it with the goods he purchased at Brunswick.

The Worden Grocer Co. has begun the work of removal to its handsome new building at the corner of Ottawa and Island streets. It will continue to occupy the Hawkins block until about Feb. 1, when the office and salesroom will be transferred to the new location.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Dec. 31—There is little to be said about the coffee market at the close of the year. Business in spot stock seems to be fairly active and quotations are well sustained. It is true there is still a difference of opinion as to the future and the only thing that will decide the matter is the future itself. Receipts at primary points appear to be lessening, and yet there is not any anxiety as to there being enough to go around. At the close Rio No. 7 is worth 8 $\frac{7}{8}$ c. In store and afloat there are 4,098,931 bags, against 3,174,463 bags at the same time last year. Receipts at Rio from July 1 to Dec. 29 have aggregated 7,707,000 bags, against 8,063,000 bags during the same time last year and 8,141,000 bags during the same time in 1902. In West India sorts there has been very little done and the best that can be said is that quotations are firm. Good Cucuta is worth 9 $\frac{3}{4}$ @9 $\frac{1}{2}$ c and 11 $\frac{1}{4}$ c for good average Bogotas. East India sorts show little change and are well sustained.

There is a firm market for refined sugar and some sales of good lots have broken the monotony that has prevailed for some time. Prices are practically without change. Raws are firm and it is thought that next week will witness some rather extensive buying operations on the part of refiners.

Pingsuey and Oolong teas are generally reported as firm and the business being done is at full rates. Other grades are steady and, upon the whole, there seems to be general improvement, although slight. Every dealer spoken to seemed to be confident that after the turn of the year we shall have a fairly active tea market.

The local rice market is without change and business is practically held up for the new year. Prices are still on the low level of former weeks and such sales as are made are of small quantities to fill broken assortments.

Business in spices has been very quiet and not an item of interest is to be found in the whole district. Prices are well sustained and offerings are limited.

The molasses market is quiet, but prices are firm and dealers express a good deal of confidence as to the future. Syrups are firm and unchanged.

Canned goods continue to show signs of improvement and it is rather more difficult to secure tomatoes on the recent basis of 60c. At least it is theoretically more difficult. Corn is neglected except for the very choicest grades. The market is oversupplied and it is likely that new corn next season will come into competition with liberal supplies carried over from 1904. Maine stock, of

course, is always selling at full figures and is quotable at \$1.10@1.15. Fruits of all kinds are firm and selling freely.

While the market for butter seems to be rather quiet prices are firm and all grades are pretty well sustained. Best Western creameries are quotable at 28@28 $\frac{1}{2}$ c; seconds to firsts, 24@27 $\frac{1}{2}$ c; imitation creamery, 17@22c; factory, 15@17c, latter for held stock; renovated, 16@21c.

Sellers of cheese are not urging sales on the present basis, as they think it will be good policy to hold on. Buyers, on the other hand, do not seem to be especially interested and are simply taking small lots as wanted. Small sizes, full cream, are worth 12c, and large sizes $\frac{1}{4}$ c less.

The supply of desirable eggs is by no means excessive, although a little more liberal than a week ago. The demand is sufficiently active to keep the market well cleaned up and finest Western are worth 27 $\frac{1}{2}$ @28c for candled stock; average best, 27c; thirds-seconds, 22@26c.

Here's peace and prosperity to the Tradesman, from the office cat to the Satanic Majesty, and so on up through all grades. You are turning out every week a paper which every merchant in the Middle West ought to read religiously and every manufacturer and jobber loyally support as advertisers. May 1905 be your high-water market to date.

Americans Abandoning the Use of Meat.

Striking although the decline in meat consumption as shown by the census report is, none of us will take it as evidence that we eat less generously than our ancestors. Indeed, Americans as a people never fared better in food than they do today. To make up for the decreased meat diet there is but one way to turn. Have we increased our vegetable food—our wheat, corn, oats, potatoes, garden vegetables, fruits, sugar?

The census gives interesting results. In 1850 Americans consumed 430 bushels of wheat for each 100 persons; in 1900, 623 bushels—a very marked rise. Corn and potatoes give very similar percentages of increase. But the most surprising change is in the consumption of oats, presumably on account of the improved methods of the manufacture of oatmeal; ninety bushels in 1850 to 386 bushels in 1900—over fourfold in forty years. During the last decade, however, the consumption of oatmeal has lost ground relatively, dropping to 361 bushels for each 100 persons. This decrease is probably due to the substitution of other "cereals" and "breakfast" foods, which have in some families wholly taken the place of oatmeal.

Now, take the market garden products, fruits and sugars. Anyone who will stop to think of the present day grocery store with its rows upon rows of inviting canned goods—tomatoes, corn, peas, beans and all manner of fruits—and of the excellent displays of green vegetables and fresh fruits, from huckleberries to

watermelons, will find himself convinced of the important part these foods play in our common diet. And then our candy item, our preserves item; no one whose memory can supply a comparison of the candy stores of thirty years ago with those of to-day can fail to be impressed with the increase of sugar consumption. Here, indeed, the figures tell a striking story. In 1850 each man, woman and child in America ate twenty-three pounds of sugar; in 1900 sixty-five pounds of sugar. And in the twenty years since 1880 the consumption of market garden products and fruits has increased more than threefold.

And here is another interesting point: Ten years ago potatoes outranked market garden products more than two to one. The last census puts them in the opposite relation, potatoes falling behind by nearly \$10,000,000. One of the most striking features of this increased eating of market garden products is indicated by the remarkable increase of land covered by glass to supply our modern bills of fare with early and late "green stuff." It is scarcely a dozen years since this increase began its expansion and yet the census of 1900 reports over 300 acres of land covered with glass in New York State alone and nearly as much in Pennsylvania and New Jersey, with over 200 acres each in Illinois and Massachusetts.

A Chicken Farm on the Side.

In the matter of "side lines" for employes where time, energy and talents are not all absorbed in their regular duties, the case of a young woman stenographer in a Western city is interesting. She runs a chicken farm. She began in a small way, which is the only way to begin on a side line, with ten hens and no help but an occasional lift from her little brother. Now she employs ten men and gets fancy prices for her eggs and broilers. But she still goes downtown every morning to her typewriter. Chicken-raising is fun in its place, she reasons, but a steady diet of it would grow monotonous, just as the click of the typewriter is monotonous when you have nothing but that to look forward to; whereas sitting down to the machine fresh from an early morning visit to your newest incubator is not so bad.

The stenographer believes that there are two things that make and keep a worker happy. One is not getting into a rut; the other is making the most of yourself. Her side line helps her to accomplish both of these. Being an employer makes her a better employee; being business woman makes her a more competent and intelligent stenographer. She is a bigger person and just as fast a typewriter as she would be without her hennery; and she would not give it up for any amount of fun of the matinee and soda variety that so charms the girl at the next desk. The stenographer is reticent about the exact figures that express her income, but, with eggs at current

prices and business enough to employ ten men, there is no doubt about the paying qualities of this side line.

The Deer Season in Maine.

The deer season in Maine closed December 15 and the number of deer killed is estimated at about 200 less than last year since weather and hunting conditions have been much less favorable. The total number shipped this year over the Bangor & Aroostook, Maine Central and Washington county railroads foots up to about 4,253 deer and 17 moose, against 4,457 deer and 232 moose last year. Probably 100 more deer will be shipped from distant points.

These figures are obtained from the express company's lists which are placed in the hands of the wardens at Bangor on the arrival of every train and which will show each and every deer, moose, or portion of the same carried by the express company.

This year thirty persons have been wounded and fifteen killed by accidental shooting in the woods, six of the latter having been "mistaken for deer." The law provides a heavy penalty, fine or imprisonment, or both, for reckless shooting in the woods.

That "Ransomest" Cheese.

A darkey walked into a grocery store one day to secure a lunch. Gazing about he finally saw some wooden boxes of axle grease. Addressing the proprietor, he said:

"I say, boss, what am de price ob one ob dem ar little cheeses?"

"Ten cents," was the reply.

"An' could yo' frow in a few, crackahs with it?"

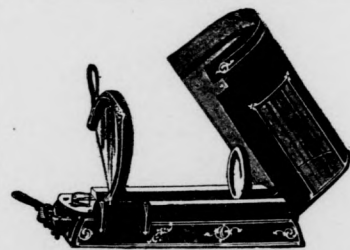
"Oh, certainly," said the grocer.

The "little cheese" was brought and, with a liberal help of crackers, the negro retired to the back end of the store and sat down to his lunch, the storekeeper being a deeply interested spectator from a distance. There were some wry faces, but the lunch was finished in silence, after which the grocer asked:

"Well, how did you like it?"

"Say, mistah," was the reply, "dem crackahs war fine, but dat ar cheese am de ransomest kind I evah tasted."

If you are looking for a chance to love, you are always finding love itself.



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.

HOLIDAY TRADE.

Is It Worth the Cost To the Merchant?

Now that the holiday trade is over a lot of us are wondering whether, after all, there was as much in it as we had anticipated. But what a glorious game of chance it is! And what possibilities are in store for the merchant who buys intelligently, advertises judiciously and sells advantageously!

There is no time like Christmas for opening hearts and loosening purse strings, and stolid indeed is the storekeeper who, previous to that time, receives no inspiration to achieve greater things in his own particular line of trade.

But after it is all over, when the mad throng has departed, the wreckage been cleared away, the receipts deposited and the tired legs and heads allowed a little rest, there comes a time for reflection and one wonders if, after all, it is really worth the while.

Were the sales as large as had been expected? Is the stock cleaned out satisfactorily? Were customers pleased with the goods and did they quibble over the prices charged? Has the reputation of the store gained as much in money as it has lost through the mistakes and inefficiency of the green hands temporarily employed?

These and many other questions vex the merchant who is convalescing from his holiday fever, and he replies to his own interrogatories in his own way. It is to be hoped that in each case the answers are satisfactory.

The writer lacks both ability and inclination to sound the depths of the problems involved; but he was once a boy himself, and has stood, open-mouthed and awe-stricken, before the glories of holiday displays made years ago by men now cold and lifeless. He has sat beneath the splendor of a glittering Christmas tree where silver and gold and sparkling tinsel and radiant jewels held him spell-bound, and where the low, sweet voices of angels blended divinely with the swelling chords of a great pipe organ in that ever-welcome promise of "Peace on Earth—Good Will to Men."

And, although taught that there is "no such thing," he has watched, shy and suspicious, yet deliciously happy, the antics of a real Santa Claus with hairy robe and jingling bells, as he made his rounds, distributing red and blue bags of concentrated sweetness among the little ones.

He has hung his stockings, securely pinned together, over the back of the old black walnut rocking chair near the heating stove—for there was no fireplace—and in the gray dawn of the Christmas morning he has crept silent and shivering down the winding stairway to see what wonders had been left there in the night.

And they were such nobby and soul-satisfying stockings, crammed with mysterious bundles that stretched them all out of their accustomed form; and there was always something wadded into their very toes

that, while hard to get, invariably proved to be the best of all.

And he has gone skating upon a Christmas day—he and another boy, with only a silver twenty-five cent piece between them, and that at a time when coin was scarce, and when paper quarters were none too plentiful. They skated until their appetites became large and insistent and then hied them to a restaurant and asked about oyster stews.

"Twenty-five cents," said the man.

The boys consulted together and finally explained the situation. They were willing to buy the goods; but couldn't take the quantity. The man advised them to run along home and get another supply of cash.

"Could we get two half stews?" they asked, after a time.

"No."

They meditated and stood around. "Could you give us a stew between us?" they enquired.

"No, I couldn't," said the man crustily.

Then they stood around and stood around and stood around.

One of the boys rubbed his nose disconsolately upon the nickel trimmings of the candy showcase.

"Stop that!"

And still hunger gnawed. The boys examined the store from one end to the other, absently polished the counters with their coat sleeves and stared helplessly into the kitchen whenever the door opened.

"Could we get an oyster stew with two spoons?"

The man scowled fiercely and two boys wondered how it came that this particular restaurant keeper had never been young nor hungry himself; when he suddenly turned and shouted:

"Two half stews!"

It was no half-hearted whine given by weak lungs in a modest way; for the full, deep tones of the restaurant-keeper's voice reverberated to the very depths of that mysterious kitchen and echoed back to the frosted windows that were so wondrously arrayed with good things to eat. He said "two half stews" as easily as a spendthrift might cast pennies into a crowd of beggars. And yet—!

Two boys stood transfixed and doubtful; almost hoping against hope, for what if the order should not be filled!

Bue presently a cheery and obedient voice from the kitchen answered, "All right," and the suspense was over. Two boys smiled amiably and expectantly at each other and one of them—modesty forbids that I should name the one—formally deposited his quarter with the restaurant man.

A little later, as savory fumes from the kitchen began to assail their nostrils, two small boys, troubled with an excess of moisture in their mouths, swallowed hard and frequently.

At last they came! Two half stews on a big black server, carried by a motherly woman in cap and apron. She showed the boys where to sit and then left them alone with their smoking supper.

There were crackers, but not enough. A swift, silent sneak to an adjacent table replenished the supply, and presently two boys, happy but unsatisfied, sat back in their chairs and gazed regretfully at empty bowls.

* * *

Looking at the matter strictly from a monetary standpoint it is possible that Christmas trade is not always desirable. Yet, for the sake of our own boyhood memories, and for the sake of the little ones who lie at night so still upon their snowy pillows and dream such splendid dreams of the coming Christmas time, let us do all that we can to perpetuate the good old day in the good old way. Let them have their Christmas trees and their Santa Claus, and we our holiday displays and our holiday sales. And for the honor of our own lost childhood, permit the children to crowd in and monkey with the toys and pull things about, even if the worry of it all does make our already thinning locks a few shades thinner than might otherwise have been.

George Crandall Lee.

Good Words Unsolicited.

G. G. Williams Wooden Ware Co., Charlevoix: We send postoffice order for \$5 for five years on the Tradesman. We consider it the best paper for the price we ever saw.

J. J. Dooley, with H. E. Bucklen & Co., Fletcher, Ohio: The Tradesman is well worth the money you are about to ask. The greatest wonder to me is that you have continued at \$1 per year for so high class a publication as the Tradesman. It is well worth the money you ask.

W. D. Mooney, general dealer, Wells: Would miss the weekly visit of the Tradesman very much.

S. C. Van Houten, dealer in general merchandise and produce, Woodland: Have read your paper more or less for fifteen years and, now that I have recently gone in business for myself, I do not know where I could invest \$2 that will bring the results I expect to get from this \$2 investment.

J. Major Lemen, druggist, Shepherd: Would feel lost without it.

A. E. Stockwell, proprietor Russell House, Munising: I wish to tell you that there is no paper on my reading table—and they are no less than twenty in number—which I enjoy reading more than the Tradesman. My family insist that the paper be brought to my house, where its columns are read with much interest. I wish to congratulate you on the great success you have made with your paper. I trust you will continue to climb until you can truthfully have it said, if not already, you have no peer.

M. N. Mason, dealer in dry goods, clothing, boots and shoes, Crystal: I can not do business without it. A happy New Year to all.

D. W. Connine & Son, dealers in general merchandise, Wexford: Can not get along without the Tradesman. Have taken it ever since it started.

Albert E. Smith, general dealer, Cadillac: I have been a subscriber

since the first issue, I think about twenty-two years, and I can't well get along without it now.

Wm. Connor, President Wm. Connor Co., Grand Rapids: The Michigan Tradesman is most unquestionably the best paper published in the State of Michigan and as long as I am interested in the above business the Tradesman will have my support.

W. R. Wells, dealer in hardware, harnesses, etc., Woodbury: I have been a subscriber of the Tradesman for almost fifteen years and do not see how I can get along without it.

J. A. Phillips, dealer in dry goods and clothing, Grant: We can not keep store without the Tradesman.

C. H. Heitz, dealer in general merchandise, Evansville, Ind.: Could not get along without the Tradesman. My wife saves every issue to get the Woman's World articles by Dorothy Dix. She is making a scrap book of all her writings, wherever found, as she is her ideal woman.

J. D. Van Ortherick, grocer, Quincy: I think you are giving the boys the long end of the deal and a chance to get under cover before the raise in the subscription price.

Joseph Nederhoed, Forward, Mich.: We like the paper and think could not get along without it.

W. B. Jerrells, druggist, Ithaca: The Michigan Tradesman is one of the best.

Story of the Patient Darkey.

The Hon. John Sharp Williams, leader of the minority in the House of Representatives, says that one day while leisurely driving down a road near his home town in Mississippi he observed a darkey reclining under a tree near the roadside. The negro was gazing lazily up through the branches of the tree and a hoe lay beside him. In the cornfield adjoining the road there could be seen, Mr. William states, many weeds impeding the growth of the grain.

"What are you doing there, Sam?" asked Mr. Williams.

"I'se heah to hoe dat cawn, sah," was the answer.

"Then what are you doing under the tree—resting?"

"Not exactly, sah, I ain't hardly restin', 'cause I ain't tired. I'm waitin' fo' de sun to go down, so I kin quit work."

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E. A. STOWE, Editor.

Wednesday, January 4, 1905

NEW ERA IN TRANSPORTATION.

When the steam engine was applied to the propulsion of railway trains upon the land, and of ships upon the sea, a new book of achievement was opened in the history of transportation. It was believed that the summit of success had been realized.

Truly, a revolution had been accomplished. Whereas previously the white man was compelled, by the difficulty of transportation, to confine his settlements to regions adjacent to the sea coast and to the country along the banks of navigable rivers, the railways, spanning continents and gridironing great states with their steel trackways, have made all the desirable parts of our planet habitable and have put them in communication with every other part. In like manner the steam vessel, forcing its way against current, wind and tide, has shortened all marine distances and made the people of the two widely-separated hemispheres practically neighbors and business partners.

It has come to be a settled belief that the "age of steam" had given to the world of transportation all the improvement and progress that were practicable, if not actually desirable, as it was not supposed that speed could be increased or any further economy secured. But a most startling and decisive change is already taking place. The electric motor is looming up for the propulsion of railway cars, not only as giving greater speed to trains, but effecting its results with an economy that was wholly unexpected.

The electric power is supplied at convenient stations and carried where it is to be used on a wire, while water power along the route can be used with the greatest economy to generate the electricity or special stations can be established where coal is abundant and close at hand. In Germany the speed of 100 miles an hour has been attained by electric trains, while in this country experiments have been entirely successful, and notably on the New York Central, where an electric engine pulled

nine heavy cars at the rate of sixty-nine miles an hour.

According to an article in the December Review of Reviews, the Hudson River division of the New York Central, being furnished with a trolley or third rail conductor, both electric and steam trains run on the same four tracks. An interesting account is given of a race between the electric and the "New Yorker," a train that makes almost as much speed as the Empire State Express. When the "New Yorker," with seven cars, speeding at a rate of sixty miles an hour, reached the electric locomotive, the latter was going thirty miles an hour. Speed was put on, and in a mile's space the new machine was run even with the "New Yorker." Another turn of the copper handle on the master controller, and the steam train appeared to be moving slowly backward. A few notches more, and, from the electric cab, the steam express was seen to be far in the rear. Sixty-nine miles an hour was the record on the speed-gauge. All this had been done with no smoke or dust, or the suggestion of a cinder, and it cost considerably less than it had taken to drive the steam engine. Besides, in the words of an old-time engine-driver who was present, "You don't have to oil her half as much."

This is the beginning, but it shows that steam has a powerful rival, and so signal has been the success of the electric experiment that it is going to develop into realities that will open a still more important era in transportation.

In this same connection attention is called to an article in the December Cosmopolitan, by Lewis Nixon, an expert and experienced builder of ocean steamships, which is entitled "The End of the Steam Age." Mr. Nixon's ideal motor for ocean vessels is one in which gas or gasoline is the moving force. He contends that with it an equal or greater speed and power can be got than with steam, while there will be an enormous saving of room on the ship.

The modern steamer of high speed and power is required to give an immense proportion of its space and tonnage—first to a ponderous steam plant of engines and boilers, and, second, to the carrying of coal. The gas or gasoline engine has no boilers because it uses no steam, but the expansive force of the gas to do the work. It uses no coal, and hence there is no vast amount of the space and tonnage taken up with coal and coal bunkers. Moreover, there are no smoke, no smut, no ashes, and no waste.

Mr. Nixon says gas or gasoline engines can be used of any required power, and he thus figures out, by way of comparison, his idea of the subject: "In torpedo boats there is a decided advantage in the use of petroleum or gasoline. Take one of our first-class torpedo boats developing three thousand two hundred horsepower under forced draft. We would most certainly burn not less than three pounds of coal per indicated horsepower per hour, or say for ten hours we would use at the least

calculation ninety-six thousand pounds.

"We can develop a brake horsepower on a gallon of gasoline for ten hours, or we would use three thousand and two hundred gallons of fuel in the ten hours. In other words, we can increase the radius of action of such a vessel more than three times on the same weight of fuel.

"This assumes that a steam torpedo boat can be run at full speed for ten hours under trial conditions. To get ready to force the steam-driven boat, we must take at least two hours coddling the boilers; during the run we must clean them, with consequent loss of speed and waste of fuel, while the strain upon the men of a constant full-pressure run of ten hours would be practically unbearable.

"The gasoline engines require no long working-up of steam pressure, but are ready to start at full speed in an instant. There is no strain upon the men in the engine-room. A board of officers of the United States Navy ran a motor boat constantly last summer at a speed of twenty miles an hour for four and one-half hours without touching the throttle.

"The same power is produced not only with less fuel, but with an enormous saving in weight and space, giving greater carrying capacity, and thus enabling much more equipment to be carried or better lines to be employed."

It is objected that gasoline is very explosive, and therefore extremely dangerous, but so also are steam and gunpowder, both of which are in use on war steamers. It is claimed that this substance can be carried at the smallest possible risk, and its use made as safe as is that of steam. It is not expected that steam is going to be discarded, either on land or sea, but the fact remains that all the resources of science and mechanical invention are being applied to the material problems of daily life, and the claim that a new era of economic progress is at hand is not to be pool-pooled by any means.

William R. Hearst announces that he will never again be an aspirant for any public office, and that he will retire from Congress at the close of the term for which he has been elected. Mr. Hearst spent a good deal of money trying to be nominated as the Democratic candidate for President and fell so far short of the necessary number of delegates that it is not surprising he has concluded to make the most of life as a private citizen with half a dozen newspapers through which to make himself felt.

Only two hours are required to transform a growing cedar tree into a printed newspaper. This fact has been established as the result of a wager within the past week. A growing tree was cut down; its trunk hurried to a pulp mill; thence transferred to the paper mill, as pulp; the paper in a continuous roll was carried to a printing office by automobile and put into the press. In exactly two hours from the time the ax was laid upon the tree boys were crying the product in the streets.

THE RAILROAD LAWYERS.

It pleases some people whenever a man employed as an attorney for a railroad seeks political preferment to urge that fact as an argument against him. The customary claim is that when in office a railroad lawyer will be true to his original employment and look out more carefully for the interests of the corporation than for those of the people. This is purely gratuitous, not to say unreasonable accusation. It is unquestionably true that the railroads are often perniciously active in the lobby of national and state legislatures, that they are constantly looking out to protect themselves, often at the expense of the public. It does not follow, however, as a certain fact, that lawyers employed by railroads and afterwards elected to public office will be recreant to their public duties and the obligation they owe their constituents. The reverse is more often true. The railroads and other great corporations have the means with which to hire what they regard as the best service and such employment is really a badge of honor indicative of ability. The honest lawyer serves his client honestly and when the public becomes his client he will serve it as honestly as he would an individual, a firm or a corporation. The people always have the power, although they do not always exercise it, to keep bad men out of legislative positions, and the worst ones are not railroad lawyers.

There is sometimes marked advantage in having a good railroad lawyer in a national or state legislature. One of the charges brought against Senator Spooner, of Wisconsin, is that his distinguished legal ability brought him railroad clients and for them he worked faithfully and efficiently. That same habit of serving his employer has made him one of the most valuable men in the Senate and the knowledge he gained from his previous employer has been useful to the public. The other day what is known as the Philippine improvement bill came up for consideration. It contained a provision for Government aid in island railroad building, with Government guarantee of 5 per cent. interest for thirty years on the bonds of corporations that would construct certain railroads. Senator Spooner's knowledge of these matters enabled him quickly to see that the section as prepared left a loophole whereby the Government might be unsecured. The defect was no sooner seen than pointed out and remedied. If he had not been familiar with railroad law he, like the others, would not have noticed it. There is no claim that it was put there intentionally, but was the slip of some one who did not appreciate its possibilities. That was a marked instance of where a railroad lawyer rendered valuable service to the public, a service rendered possible by the knowledge gained in his previous and sometimes berated employment.

Running in old ruts may be more risky than blazing new trails.

WHY MEN GROW OLD.

Other Animals Advance in Years Without Senile Decay.

Signs of old age are, unfortunately for us all, among the few things in the world about which there is no possibility of mistake. The whitened hair, pale and wrinkled face, tottering gait, enfeebled limbs and impaired memory have from time immemorial been regarded as the heralds of the day when the dust shall return to the earth as it was. Yet there is no particular reason why this should be so.

Death, indeed, comes sooner or later to all material things, and for every organism yet discovered there is a set time when it must infallibly disintegrate. But why should the approach of dissolution be accompanied by the gradual failure of power? The machine, steam engine, or windmill one day breaks down, but until it does so it manages to perform its work. Nor is it true that the same symptoms of old age are manifested by all animals. Birds which live to a greater age than man manage to grow old without exhibiting any of the signs which make senility so pitiable in our own case. The raven, who is said to live a hundred years, suffers no change in his glossy black coat; nor is the glory of the yet longer lived parrot's plumage in any way diminished by age; while both birds preserve their activity of muscle and their sharpness of sight to pretty well the last. Is there any cause for this difference?

The proximate causes of failure of power in old age are now coming to be fairly well understood. Everybody knows that the different parts of the human organism daily die and are renewed, that the scarfskin loses the vitality necessary to protect the true and peels off; and that even the cells of the bones are exchanged for new ones, until it may be said that the man who lives beyond maturity retains no part of the body that he was born with. Hence it was at one time taught that the signs of senility were due to a failure on the part of the repairing cells to perform their functions.

But this is now seen to be a fallacy. Baldness as the concomitant of old age is seldom known among races like the negro; while, even among Caucasians, such hair as an old man does retain on his head grows more rapidly than when he was young. Moreover, the growth of the hair on other parts of the body becomes more, and not less vigorous with advancing years. On the limbs, within the nostrils and ears, it gets more abundant and stronger; and with the Mongolian race the beard does not appear until late in life—a phenomenon which may also be noted in a few women. Withal, the finger and toe nails, which are formed by the same secretion as the hair, grow faster in old age than in youth, and a similar fact may be observed among the birds, with which it forms, indeed, the one recognizable sign of senility. Plainly, therefore, it is not the repairing cells that are at fault.

The true cause for senility must, therefore, be looked for deeper, and it seems that we find it in the voracity of certain wandering cells always present in our bodies which produce the phenomenon known as atrophy. Some of these cells, which, on account of their size, physiologists class together as macrophagi, seize upon the coloring matter of the hair and make it white; others devour the contractile tissue of the muscles, leaving them, oddly enough, in nearly the state in which they appear in the human organism before birth; while yet others take from the bones the mineral substances necessary for their healthy existence, and reduce them to the brittle condition which makes falls and other injuries so often fatal to the old.

Meanwhile, similar cells are at work upon the liver and the kidneys, gradually diminishing the capacity for work of those important organs, and if this does not succeed in producing gout or some other disease having as its cause the obstruction of the sanitary arrangements which nature has provided for the cleansing of the body, they go on to attack the brain centers, wherein are concentrated the faculties of sight, hearing, taste, and the like. When the dotard, whose rugged constitution or luck has enabled him to avoid all other diseases, finally sinks into the grave in that worst malady of

second childishness and mere oblivion,
Sans teeth, sans eyes, sans taste, sans everything,
he might say with King Lear:
Death, traitor! nothing could have subdued nature
To such a lowliness but his unkind daughters.

Can nothing be done to arrest these giant cells in their attack upon the parent who gave them life? Prof. Metchnikoff, whose researches on the subject have lately attracted much attention, thinks there can. His theory is that the macrophagi are stirred into baneful activity by the presence of some bacterial poison, and that, therefore, if you keep the poisons in check, you cripple the attack of the cells. Hence he suggests the use of counter poisons, either in the shape of attenuated cultures of the bacilli in question, or by direct antidotes, among which he mentions milk treated with a special ferment coming from Bulgaria, which stimulates the secretion of lactic acid and raises up other microbes to fight against the hurtful ones.

The Institute Pasteur, of which he is one of the directors, has done so much for the service of mankind and the knowledge of bacteria that it is natural, perhaps, that he should, in the case of any malady, at once turn to the search for the microbe producing it. But he warns us that his theory as yet depends more upon conjecture than on fact, and the only proofs of it that he adduces are the activity of the macrophagi in bacterial diseases like leprosy and tuberculosis, and the reduced proportions, in long lived animals, such as birds and tortoises, of that large intestine which, in mammals, is the chosen home of microbes.

These facts, however, are capable of other interpretations than his; nor is it certain that the arrest of the macrophagi, if practicable, might not do more harm than good. These cells, by promoting the removal of the over-ripe parts of the organism, have useful functions as well as hurtful ones; and the existence of cancer—which is gradually coming to be considered as due to the return of certain cells to a mode of propagation abandoned in the course of evolution—may warn us against interfering with their normal activity. Until further proof, therefore, it will be prudent not to lay too much stress upon Prof. Metchnikoff's theory.

More practical, perhaps, are the rules for longevity which he himself quotes from Dr. Weber, and which may almost be summed up in the Greek maxim, "Nothing in excess." Most of us eat too much, and for a man making no special demand on his strength $4\frac{1}{2}$ ounces of nitrogenous food and $3\frac{1}{2}$ ounces of fats or other hydro-carbons a day are ample. Sleep, too, should not be prolonged beyond six or seven hours, according to sex; and it may be doubted whether the frequent naps to which old age is so naturally disposed do not give occasions to the macrophagi, of which they are prompt to take advantage.

Wine, which has been called the blood of the aged, has as often proved their bane, and should be taken sparingly; and it is doubtful whether other forms of alcohol are of any real use to them. Exercise—constant, daily, and regular—is of the greatest advantage, and, as excitement should be as far as possible avoided, it may yet be seen that the value of gymnastics as a training for the young is inferior to that which they have as a source of vigor for the old.

By such means the contractile tissue of the muscles may be preserved from the macrophagi's assaults, while the digestive apparatus, imperiled by the loss of teeth and the decay of activity in the excretory organs, may be kept in working order. Without insisting upon the doubtless exceptional case of M. Legouve, the veteran academician who fenced daily up to his death as a nonagenarian, it may be enough to quote in

this connection that in the South African war a large proportion of the Boers were white haired men of 60 and upwards, and that the expectation of life in an agricultural laborer of 70 is a good deal better than in an alderman of the same age.

By an observance of such rules it seems probable that a man untouched by infection or constitutional disease may succeed in averting most of the disagreeable concomitants of old age. That he will not thereby cheat death needs no saying. For man's body is like a besieged fortress without hope of relief—no matter how strong and wary the garrison, it must succumb at the last.

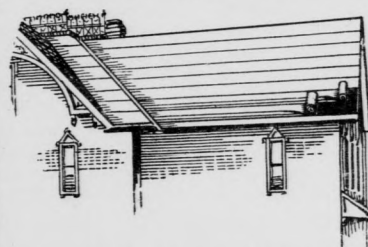
Frank G. Landis.

Got Her Money's Worth.

Mrs. Lane was young and inexperienced, but certain principles of economy had been instilled into her from childhood. She knew that since one could send ten words in a telegram for 25 cents and any smaller number cost the same amount it was an obvious waste of money to send less than the ten. She had also been taught by her eminently practical husband that in sending a telegram one should "keep to the matter in hand" and avoid all confusion of words. On the occasion of Mr. Lane's first absence from home he sent a telegram from Chicago saying: "Are you all right? Answer, Blank Hotel, Chicago." Mrs. Lane knew she must be wise, economical and speedy, for Mr. Lane was making a flying trip and had told her he could not plan on his whereabouts long enough ahead to have a letter sent. She spent a few moments in agitated thought and then proudly wrote the following message: "Yes, yes, yes, I am very well indeed, thank you."

J. A. Richardson, general merchant, Vicksburg: Enclosed find \$3 for advance subscription to Michigan Tradesman. I consider it a good investment and, when the time is up, I shall continue at the new price. I am much obliged for the time I have had it for \$1 and the privilege of the future at the same price. You could just as well have made it \$2 from Jan. 1. We would all have stayed by you.

You can't expect a nickel's worth of religion to last you over Monday.



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WORLD'S GREAT LEADERS.

Success Due to Magnetism, Hypnotism or Inspiration.

I see that the revivalist preacher who is infecting Wales with a religious epidemic attributes his success as much to magnetism as to inspiration. He is, he says, physically so magnetic that his watch, which goes right in his hand, goes wrong in his pocket. Certainly, and by universal admission, his success is not due to his eloquence, which is neither rhetorical nor passionate. Is there, then, anything, or perhaps everything, in this personal magnetism—not, of course, of the crude, physical kind which would affect the works of a watch, but of the spiritual kind which affects minds, hearts and souls? No one, I think, can read history and doubt the existence of such a mysterious force, whether you call it magnetism, or hypnotism, or inspiration. Let me take in illustration, or, perhaps I might say, in proof of the existence of this magnetic power, the fascination Napoleon exercised, even before his rise and after his fall, upon those most bitterly prejudiced against him.

Generals, we know, are as jealous as prima donnas, and intense was the jealousy of the generals whom young Bonaparte was sent to supersede when, thanks to influence with the directory, he was appointed to the command of the army of Italy. Here is Taine's account, taken from contemporary memoirs, of the meeting of Bonaparte and Augerau: "The generals of division, amongst others Augerau, a sort of swashbuckler, uncouth and heroic, proud of his height and his bravery, arrived at the staff quarters badly disposed towards the little upstart dispatched them from Paris. On the strength of the description of Bonaparte that has been given them, Augerau is inclined to be insolent and insubordinate—a favorite of Barras, a general who owes his rank to the events of Vendemiaire, who has won his grade by street fighting, who is looked upon as bearish, because he is always thinking in solitude, of poor aspect, and with the reputation of a mathematician and dreamer! The generals are introduced, and Bonaparte keeps them waiting. At last he appears, girt with his sword; he puts on his hat, explains the measures he has taken, gives his orders and dismisses them. Augerau has remained silent; it is only when he is outside that he regains his self-possession and is able to deliver himself of his customary oaths. He admits, with Massena, that this little devil of a general has inspired him with awe. He can not understand the ascendancy by which from the first he has felt himself overwhelmed."

In 1815 Gen. Vandamme, who was yet more brutal and overbearing than Augerau, said to Marshal d'Arnano, as they mounted together the stairs of the Tuileries: "That devil of a man exercises a fascination upon me that I can not explain to myself, and to such a degree that, although I fear neither God nor devil, when I

am in his presence I am ready to tremble like a child, and he could make me go through the eye of a needle to throw myself into the fire."

Davoust, in comparing Maret's devotion to Napoleon with his own, said: "Had the Emperor said to Maret and me, 'It is important in the interests of my policy that Paris should be destroyed without a single person leaving it or escaping,' Maret, I am sure, would have kept the secret, but he could not have abstained from compromising himself by seeing that his family got clear of the city. On the other hand, I, for fear of letting the truth leak out, would have let my wife and children stay."

Even in the history of Napoleon there is nothing more extraordinary than his single-handed reconquest of France (which must, you would say, have been sick of his tyranny and of its cost in blood) on his return from Elba. The generals sent and sworn to arrest him at a single glance from him became his slaves. "Napoleon," writes Lord Wolsley of this return from Elba, "lands in France alone, a fugitive, and within a few weeks succeeded, without bloodshed, in upsetting all organized authority in France under its legitimate king. Is it possible for the personal ascendancy of a man to affirm itself in a more astonishing manner? But from the beginning to the end of this campaign, which was his last, how remarkable is the ascendancy he exercised over the allies, obliging them to follow his initiative, and how near he came to crushing them!"

In the recently published narrative by Admiral Maitland of Napoleon's bearing and treatment on board H. M. S. Bellerophon—"The Surrender of Napoleon"—the admiral says: "After he had quitted the ship, being desirous to know the feelings of the ship's company towards him, I asked my servant what the people said of him. 'Why, sir,' he answered, 'I heard several of them conversing together about him this morning, when one of them observed: 'Well, they may abuse that man as much as they please, but if the people of England knew him as well as we do they would not hurt a hair of his head,' in which the others agreed.' This was the more extraordinary," adds the admiral, "as he never went through the ship's company but once, immediately after his coming on board, and he did not then speak to any of the men, merely returning their salute by pulling off his hat. And in consequence of his presence they suffered many privations, such as not being allowed to see their wives and friends or to go on shore."

"Lord Keith," says Admiral Maitland, "appears to have formed a high opinion of the fascination of Napoleon's conversation, and expressed it emphatically to me after he had seen him. Speaking of his wish for an interview with the prince regent, 'D—n the fellow!' he said. 'If he had obtained an interview with his royal highness, in half an hour

they would have been the best friends in England.'"

"The nearer people came to Napoleon," says Heine, "the more they admired him; with other heroes the contrary is the case." But the loyalty of those to whom Napoleon could have been little more than a name, and that a name associated in their minds with every conceivable misery, was yet more idolatrous. No one who has once read them is likely to forget Heine's two poems—one in prose, the other in verse—on the return from their Siberian prison of the French survivors of the appalling retreat from Moscow—still idolatrously loyal to the Emperor. And here is an extract from Heine's "Citizen Monarchy of the year 1832:" "As the Jews uttered not lightly the name of their God, so here in Paris the name Napoleon is seldom heard. He is always 'the Man'—l'Homme. But his portrait is everywhere, in engraving and in plaster, in metal and in wood, and in all situations. On every boulevard and at every street corner are to be found orators who praise him—'The Man'—and ballad singers who chant his deeds. On my way home last evening, as I was passing through a little obscure street, I saw a child of scarce 3 years standing beside a tallow candle fixed in the ground, lisping a song in praise of the great emperor. As I was in the act of throwing a sou into the outstretched handkerchief, I heard something glide close up to me, which likewise begged for a sou. It was an old soldier, who could assuredly also sing a lay about the fame of the great emperor, for this fame had cost him both legs. The poor maimed fellow begged for a sou, not in the name of God, but with the most confident fervor he besought it for the sake of Napoleon: 'Au nom de Napoleon, donnez-moi un sou!'"

At the battle of Bautzen Grand Marshal Duroc was mortally wounded by a ball which, only just missing Napoleon, killed Gen. Kirchner. After the battle was over, Napoleon, striking off to the left and crossing a small farm, reached at last the spot, amidst a field of corn, from which the fatal ball had come. Here he got off his horse and remained for some time in gloomy abstraction. In the evening he visited the dying Duroc, and held his hand in a silence which he could not break. "My whole life," gasped Duroc, "has been consecrated to your majesty's service, and my only grief in dying now is that I can serve you no longer." "Duroc," Napoleon was at last able to say, "we shall one day meet again." "Ah, sire, the sight of me gives you pain. Leave me, pray leave me!" Napoleon faltered out: "Good-by, dear friend," and hurried away. T. P. O'Connor.

Disadvantage of Having a Misfit Job.

"Every year that I live I am more and more of the belief that the most important thing for a boy is to carefully study his capabilities and his likes and dislikes and then to make sure that he gets into the line of work for which he is best adapted as

early as possible," said a prosperous manufacturer recently.

"I have made a thorough study of this subject, as it is one in which I take a deep interest. I employ about one hundred men, many of them hardly more than boys; and as I come more or less into personal contact with them all, I am able to study the question of adaptability very closely.

"There was a time when I regarded a man who did not seem to take a hearty interest in his work as simply lazy, but I have come to believe that few men are inherently indolent. Several years ago I had a boy working for me as an assistant book-keeper; he knew how to do his work fairly well, but he was not a success. To all appearances, he was lazy and indifferent. I had spoken to him about his work, but he did not improve. I was on the point of discharging him when one day he came to me and, knowing that I was looking for a man to send out as a salesman, he applied for the position. He admitted that he had had no experience in that sort of work, but wanted me to let him try it, and I did. He turned out to be one of the best salesmen that I ever knew, and he is today one of the most valuable men that I have. He is 'chock full' of energy and is a tireless worker.

"My experience with this man opened my eyes to the fact that people are not always as lazy as they seem. I have since made it a point to study those of my men who do not seem to get on well and then to try them in various positions, if there seems to be something in them. I usually find that they have simply got into the wrong sort of work for them. I frequently question such a man to find out what his bent is and what his difficulties in his work are; and, if I conclude that he is cut out for a kind of work that I can not give him, I frankly advise him to make a change. Sometimes I am able to help him to get a job for which he is adapted with some other concern. Very often a young man does not realize what is the matter when he gets into a misfit job and, after trying his best to succeed, becomes discouraged, whereas, if some one would give him a little boost in the right direction, he would make a success of life."

Pointed Paragraphs.

No wonder some advertising does not bring results—if the cook put stuff together like the ordinary business man composes an advertisement there would be plenty of sick people.

People will fight shy of the store that doesn't live up to its advertisements as quick as they will of that dog that looks as if he would bite.

A balky horse is about as good a puller as an advertisement that can not be deciphered without the aid of a dictionary.

A general without an army is like advertising talk not backed up by an article of merit.

Trying to catch a bird by putting salt on its tail brings about as good results as advertising trousers in a ladies' magazine.

Real Buckwheat Flour

Grand Rapids, Mich., Jan. 2, 1905.

Dear Sir:

If you sell Buckwheat Flour at all--sell GOOD Buckwheat. That's the kind we have and it's the only kind people really want. And it's no trouble to sell people what they really want. It's when you're trying to sell something they do not want and which you have no faith in yourself that selling becmoes a difficult matter.

Ours is the genuine Michigan Buckwheat. The kind you ate when a boy, but without the grit and a little less of the itch. Same rich, delicious, satisfying flavor though, and the same light brown color. If you want some circulars about it to put in your letters and packages, tell us how many you would like and we will send them. Put a little life into your buckwheat campaign and you'll be surprised to find how far people will go out of their way to buy YOUR buckwheat.

And that's what you want. You want to get the people coming to your store, and our buckwheat flour will do it. We put it up in neat sacks and if you want it to be sure and reach you in fine condition, order it sent in our Handy Delivery Baskets. This method of shipping has proven very popular with our customers.

Let us have a good, generous order promptly, and you will be ready to get about all the buckwheat business in your vicinity.

Yours very truly,

VALLEY CITY MILLING CO.



Friendly Words About Schemes in the Shoe Store.

Dear Boys—When this comes to your eyes, you will be trying to write "5."

About the time that the holiday trade is over is the time to begin thinking about the plans for influencing trade, meeting competition, perfecting systems, installing labor savers and getting good and ready for the coming year.

One of the things which has been under vigorous debate in this store and among the members of the Lasterville Shoe Club has been the subject of schemes. I don't remember whether I wrote you about our disposal of the trading stamp matter. I don't think that I did, come to think of it.

The trading stamp firms came to town and started agencies. None of our shoe dealers approved of it, and we adopted a resolution to all keep clear of it, and we all did, and without the least trouble in the world escaped that bother. For if there was no shoe store in town where stamps were given with trade we were all on a level, and nobody was harmed or benefited. That is one of the advantages of our little club.

Don't get the idea that we are not competitors, for we are. Hot ones,

too, but we don't do foolish things. In advertising and all that we are after the trade, and it's let the best man win all the time.

Some of us were a little scared at the way the trading stamps caught on here, but so long as none of us were in it nobody could be harmed.

If it had been possible for only one of us to get onto the trading stamp cart probably that one would have taken advantage of it, but there were blue, red and green stamps in this town, besides several local trading stamp associations gotten up among the merchants themselves.

For a time we seriously considered trying to stimulate cash trade by getting up a Lasterville Shoe Club stamp, redeemable in shoes at any of the stores, and sell them to merchants in other lines, but we did not do it, and now we are very glad that we did not.

We have discussed guessing contests, and we have voted them good things. Our most successful one was a shoe button contest. Young Sizer conceived the idea of a two-quart can full of assorted shoe buttons of three sizes, and so that there might be even less chance of figuring on the plan, a four-ounce bottle only partly filled with buttons was concealed in the center of the can, although this was carefully mentioned in all of our announcements, and to still further befog the guessers one hundred bright new pennies, twenty-five five-cent pieces, and twenty-five ten-cent pieces were mixed up among the buttons, together with two or

three five-dollar bills. These, of course, did not count, but they helped to make the jar wonderfully attractive. Strange as it may seem, one kid, who guessed entirely at random, hit the exact number of buttons in the jar, although nobody else came within fifty of it. This contest was a great success, and stimulated interest, although it may not have given us much extra trade.

Another idea of ours was asking for a name for a jobbing shoe which we are selling. We printed lists of all of the named shoes which we handle and another list of all the named shoes on the market of which we know. We offered prizes for the first, second and third best names submitted, and got three prominent Lasterville people to act as judges. I do not think the scheme was ever worked before by a retail store, although, of course, it is old among manufacturers. Over two thousand names were submitted. No person was allowed to submit over one name, and there was no trading clause in the agreement. That meant, that at least 2,000 people must have read our advertisements, the lists of the shoes we sell and all of the nice things we said about them.

We had special labels printed for the cartons containing this shoe and also small stickers to paste on the shanks which made it a special shoe so far as we are concerned. The advertising which we got for this shoe gave it a phenomenal sale with us, and we really have quite a valuable property in the name.

There is no use in talking, prize schemes in the form of lotteries are wonderful trade drawers, and while I do not approve of them, where the authorities do not need to be reckoned with they certainly do draw business. Old Izensole fathered one here. He got duplicate rolls of numbered strip tickets, such as are sold for fairs, museums, etc., and offered some pretty valuable prizes, thirty in all. The first was a piano of a pretty good make bought at a local piano store, the second prize, a steel range, the third prize a pony, with saddle and bridle, complete, and then a long string of minor prizes, including a suit of clothes, a pretty fair watch, numerous pairs of shoes, etc. Before the scheme was under way several hundred dollars were invested in it. Izensole gave one ticket with every dollar of trade for cash. I guess he got a little scared at the size of the thing, and he began selling stamps to one man in each line of business in our town. I don't know what he charged per hundred for the stamps, but a clothing store, a hardware store, a grocery store, a music store, candy store, laundry, dry goods store, book store, and a lot of other non-contributing lines were giving away the stamps with cash purchases by the handful.

I actually believe that Izensole sold almost enough tickets so that the scheme with all of its advertising cost him almost nothing. It was certainly the hit of the town while it lasted, which was several months. Finally the grand drawing was held.

RUBBERS

Goodyear Glove Brand

Salesmen are out with the new prices for 1905. Give your orders to the old reliable house. The Bradley & Metcalf Co. carry the biggest and best assorted stock of Goodyear Glove Rubbers. All sizes and widths. They never disappoint you.

It's a great advantage when your stock begins to get broken up and you need sizes in a hurry to know where you can get them and get them quick. Time is money, and when your order is sent to the Bradley & Metcalf Co. the goods are sent right back a flying by the first train.

When it comes to quality there's just one kind of rubbers that's right. Everybody knows it. There is no argument. It's the Goodyear Glove kind. Place your order now and order the "right kind."

BRADLEY & METCALF CO.

Northwestern Agents Goodyear Glove Brand Rubbers.

MILWAUKEE, WIS.

All of the duplicate tickets were put in a big revolving churn furnished by the hardware man—nothing else would hold them—and the drawing came off at the opera house before a packed house.

The thing was managed just like the old-fashioned lottery. A prize was announced, the smallest ones first, then a numbered ticket was drawn from the wheel. Then another prize was announced, the churn was given a few revolutions, and another ticket was drawn out, and so on. The thing was conducted with the utmost fairness, although the candy man won the suit of clothes with a ticket he happened to have left.

I don't know whether the thing was strictly lawful or not. At any rate there was no interference. It was a big success. Then the merchants who were in it got a second benefit out of it by announcing that they would redeem tickets in payment for cash purchases of goods at the rate of 2 per cent. on the dollar, but with the restriction that only one ticket could be presented as a part of each dollar's worth of cash payment, amounting, you see, to a 2 per cent. cash discount.

I hardly know whether the scheme would be considered a good one or not, but I do know that those of us who were not in it were mighty sorry we weren't, for it certainly did influence cash trade for the merchants who formed old Izensole's combination.

Personally, I don't like schemes of any sort in trade, and neither does Mr. Laster. It always seems to us, that fair value, strictly first-class goods and honest treatment with liberal advertising ought to be all that should be needed, but we can not control these things, and if the people flock to trade where there is apparently something for nothing, I suppose the best plan is to follow along and give the people what they want.—Ike N. Fitem in Boot and Shoe Recorder.

Traditional Footwear of the South Now Obsolete.

The boot as an article of wearing apparel is to all intents and purposes a thing of the past. It is fully twenty years since the last boot was in general use. Occasionally one sees a boot of the old-fashioned leather sort, but it is rare indeed. Bernard Ecklecamp, a veteran shoemaker of Nashville, says that during the last year he made but two or three pairs of boots.

The boot was the traditional footwear of the Southern gentleman of the old school and a bootjack was an important article of furniture in his house. He took a particular pride in his boots and had different ones for different occasions. They cost considerably more than the highest priced shoes of the present day, and were made with a straight one-piece vamp, crimped at the instep. Mr. Ecklecamp made a pair of boots for Andrew Johnson when the famous Tennessean was living at the Maxwell house after his term as President had expired. Mr. Ecklecamp had his

place just across the street from the Maxwell on Church street.

The boot was succeeded by the gaiter and the button shoe came next. Fifteen years ago the lace shoe for men began to replace the button shoes in popular favor, and shortly afterwards the shoes of boys, misses and women changed in style from button to lace. Now, however, the button shoe is said to be coming again into favor, but it is not likely the reaction will proceed as far back as the boot.

Veteran shoemakers give no reason for the passing of the boot. They say simply that it is a matter of style. Styles change in everything and in shoes more frequently than anything else. "The younger generation is always anxious to have something that appears 'youthful,'" said one, "and when the generation which was young thirty years ago wished to have something different from their fathers they adopted the gaiter instead of the boot; as they became in time the older generation they retained the gaiter and the younger generation adopted the button shoe. That is about all there is to it. Middle-aged and old men still wear the gaiter. Most of those bordering on middle life wear button shoes, while the younger element and all those who wish to appear younger than they really are wear lace shoes. They may not be conscious of why they cling to this or that style, but they do."—Nashville American.

Recent Business Changes in the Buckeye State.

Cleveland—S. Caraboolad & Co., wholesalers of notions, have dissolved partnership and the business will be continued under the style of Caraboolad & Co.

Elyria—The Worth Manufacturing Co., manufacturer of undershirts and shirt waists, is moving its factory to Newark, N. J.

Hamilton—Wm. W. Griffith, druggist, is succeeded by Jos. H. DuBois.

Locust Grove—The general store business of J. R. Davis will be continued by Davis & Fener.

Marshallville—H. H. Bachman is to continue the business of Bachman & Kaufman, who formerly conducted a general store.

Toledo—Harbauer & Marleau, vinegar manufacturers, have incorporated under the style of the Harbauer & Marleau Co.

Westboro—T. S. Connor is to continue the grocery business formerly conducted by Connor & Holoday.

Ashland—The creditors of the Pneumatic Horse Collar Manufacturing Co. have filed a petition in bankruptcy.

Columbus—The McGuffey Laundry Co. has filed a chattel mortgage for \$1,000.

Dayton—A petition in bankruptcy has been filed by the creditors of Louis Greene, dealer in clothing, furnishing goods and shoes.

Shelby—The Shelby Stove & Manufacturing Co. has assigned.

Love is never afraid of overwork.

Buy Your Rubbers Early @ Buy Bostons



Place your order now.

Own your rubbers at the lowest cost. Make 5 per cent. more profit.

Five per cent. on your season's rubber trade is too large an item to overlook.

Bostons are better rubbers. They fit better, look better and are always durable.

Our salesman will call soon.

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



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.

Use Tradesman Coupons

Advertising That Appeals to the School Children.

Perhaps the most interesting and valuable items to be found in a shoe trade paper are those explaining how other dealers have attracted customers to their stores and sold them footwear. The way in which a shoe dealer in Kentucky has done this recently is worth telling, as his plan can be adopted by merchants elsewhere, and possibly with as much success.

This particular dealer does not sell men's shoes—he says there are plenty of stores in his city catering to that trade exclusively, and besides, he has not sufficient capital to carry as large a stock of such goods as he can do of other lines. He handles women's, girls', boys' and infants' footwear, making a specialty of children's shoes, which fact he announces in every form of advertisement he uses. Located in a growing section, his object is to get as many residents as possible to trade with him, instead of going to the city proper, as they have been in the habit of doing. Like many other shoemen he has very little money to spend on advertising, but manages to do a good deal, nevertheless, and this is the way he goes about it:

After some experimenting he selected a good-wearing, Lynn-made boys' shoe with a name, one that is made up in different leathers, but sells at the right price for his trade, with which shoe he obtains large quantities of blotters advertising the same. The manufacturers put a blotter in each carton and slip a lot of extra ones into every case, but in dealing with this retailer they are very liberal with blotters, as he explained to them how he was pushing the sale of their shoe—and incidentally his own business. When he receives a consignment of shoes with blotters (which latter bear an artistic cut of his factory-stamped shoes) he puts his name and address on the latter with a rubber stamp. In fact, he has "Moffet's Shoe Store" and address printed with this cut in all the advertising he does, and his name appearing always in the same style of letter has a sort of trade-mark effect. This a feature which all shoe dealers should adopt.

He also selected a widely advertised \$2.50 ladies' shoe, with which are issued thousands of a prettily lithographed book-mark and calendar, 2x6 inches. Of these book-marks he obtained a big supply, having a blank space at the bottom large enough to carry his advertisement, with the additional line: "Repairing done neatly and promptly."

There are several schools within a few blocks of his place of business, and also a branch public library. It was, therefore, easy to draw the children into his store for blotters and book-marks. To each he gave a blotter, sometimes two, and as many book-marks as the boy or girl had books. He could afford to be liberal with the latter as his supply was large and the calendar being for 1904 must be disposed of that year. Occasionally a teacher would send for a

package of blotters, say twenty-five or fifty, for use in her class room, and the dealer was very glad to furnish them. To the local library he sent book-marks in lots of 100, and these the librarians were kind enough to hand out with the books.

So far all this advertising cost him practically nothing. The boys' shoe firm sent him a 2x3 electrotype—a very attractive cut—advertising their shoes, which he used on his bill heads and on all dodger and postal card advertising that he did at Easter and at the school re-openings in September, and on other special occasions. If the children in his neighborhood got up an entertainment or the boys gave a minstrel show and he was asked to take an advertisement on the programme he usually traded off some footwear for sufficient space to carry this boys' shoe cut and his own, which made a striking advertisement.

Lately he has added another wrinkle, and one that brings even surer results than the most liberal use of printer's ink. Seeking to capture the school trade of his neighborhood, the problem presented was: How to sell footwear to those who had found their way into his store for blotters and book-marks. There had been placed on the market a lead pencil which, in addition to several lines of advertising matter, carries a three months' calendar. It is something unique, inexpensive and an attractive trade-getter among school children. On this calendar pencil he had his advertisement printed in two or three lines, and scattered a hundred of them in his show window, with the announcement with each pair of shoes sold he would give one of these novelties. Every boy and girl who applied for blotters or book-marks was shown the pencils and told how he or she could secure one. From the first day the scheme took. One child would show the pencil to another at school and the latter wanted one. Of course, for a time the seller was troubled with children asking for them as a free gift, but he firmly told them that they could be obtained in but one way, viz., by buying a pair of shoes. This had the desired effect, and thereafter shoes, calendar pencils and happy youngsters went out of the store together in satisfactory numbers.

Another form of advertising adopted by this same dealer has recently attracted much attention and created amusement. In that city the "woggle-bug" craze has of late been rampant, everybody puzzling over what that queer looking creature would say to this, that, or the other question. Being handy with pencil and brush he decorated his vacant wall space with various advertising card devices. Having a gas grate in the center of his store, at the rear, which he could not remove, he had it covered with a neatly fitting shoe case, on the side of which, facing the shoe seats, he posted advertisements printed in large letters on thick paper, and these he changed from time to time. Last September, when school was about to reopen and the "woggle-bug" made its appearance,

he clipped a finely colored specimen from a local newspaper, pasted it neatly on a sheet of clean wrapping paper, 30x40 and, in well-formed two-inch letters, propounded the following conundrum:

"Ask the Woggle-Bug: Why go to town for school shoes when you can buy 'em as cheaply here?"

Of course this may look idiotic in

cold type, but as everybody at that time was afflicted with the "woggle-bug" conundrum, it created a good deal of amusement among the customers, especially the children, and even people on the sidewalk, whence it could be read at night very distinctly, stopped to read it and then called the attention of others to it.

The few facts given above may as-



Fred F. Field Company Shoe Makers

Fred F. Field, President

P. G. Flint, Treasurer

Boston Salesroom, 185 Essex St.

Brockton, Mass., Jan. 1, 1905.

To the Shoe Trade of the Middle West:

Gentlemen—Assuming that your health is pretty fair, and that you are in the shoe business for profit, we shall present for your consideration through our distributors, the Michigan Shoe Co., our advertised line of **SKREEMER** shoes.

The **SKREEMER** shoe is our specialty, or you might say our hobby and, as such, it will be protected by us against all unfavorable conditions. We shall guard the material used in the **SKREEMER** shoes quite as carefully as our bank account and demonstrate beyond any question that the **SKREEMER** shoes deserve the title already won, "**THE SHOE WHICH PROVIDES.**"

The correct style or selling qualities—for after all the general look to the eye is what sells shoes—can be appreciated at once upon looking at our samples.

The Michigan Shoe Co. needs no introduction. We have selected this house as our distributors because we believe them to be liberal and up-to-date people, who are doing business in the modern way.

The Michigan Shoe Co.'s representative will call upon you within a short time with our **Skreemer** samples. You cannot buy a pair of **Skreemer** shoes from anyone except the Michigan Shoe Co., so do not allow an opportunity to inspect the samples to pass, for an agency must be established in your town.

We trust that you will find it to your advantage to give the Michigan Shoe Co. a nice order upon **Skreemer** shoes.

Yours respectfully,

FRED F. FIELD COMPANY.

Hirth, Krause & Co.

Grand Rapids, Mich.



The new discount going into effect Jan. 1st., 1905, on **GLOVE RUBBERS** is 25 5 and 3 per cent. from list price which is the same as season 1904 with following changes:

Men's Duck Boots.....\$4 70	Men's Gum Laciet.....\$1 90
Men's Duck Vamp Boot..... 4 25	Men's Duck Laciet..... 2 10
Men's Gum Boot..... 4 10	Men's Gum Huron..... 1 90
Men's Gum Perfections..... 2 05	Men's Duck Huron..... 2 10
Men's Duck Perfections..... 2 21	Boys' Duck Perfections..... 1 95

Boys' Boots packed 3 to 6. Youths' Boots packed 11 to 2.

Send Us Your Mail Order if You Want Quick Service

sist other dealers in learning how a dealer in a small Kentucky city made his store known and patronized by utilizing the free advertising matter sent to him by the manufacturers who supplied his lines.—Shoe Retailer.

The Reduction in Rubber Footwear.

Prices on rubber footwear for 1905 have been reduced from 5 per cent. to 10 per cent. or more. Regular lines of first quality rubbers are reduced 5 per cent., the discount on Goodyear Glove brand rubbers, for instance, being 25 and 5 and 3 per cent. The discount on Woonsocket brands rubbers is 25, 5, 5 and 3 per cent. The discount on Rhode Islands is 25 and 5 and 5 and 10 and 3 per cent.

The reduction in price came as a great surprise to many jobbers, who confidently looked for present prices to be maintained or possibly to be advanced, the price of crude rubber being about 30 cents higher than when prices were made last year.

It will be remembered that prices were not made on January 1, 1904, but were given out February 1, after the meeting of the Western Association of Shoe Wholesalers. It will be remembered, also, that after prices were made February 1, 1904, they were advanced 5 per cent. on the 19th of March, notice being sent by telegraph.

The new prices this year took effect January 2. Orders for future delivery may be accepted at the new prices until April 1, 1905; that is, orders for delivery in the fall of 1905. There is no assurance, however, that the prices put in effect January 2, 1905, will not be advanced before April 1, 1905. The manufacturers reserve the right to advance if they think it advisable. Jobbers who accept orders during January, February and March, 1905, for delivery later will of course figure on placing orders with manufacturers to cover their requirements.

It is difficult to predict what course prices will take, but in the face of the present prices of raw material it would not be surprising if there should be an advance before April 1, as there was in 1904.

Recent Trade Changes in the Hoosier State.

Albany—R. F. Brammer is succeeded by C. W. Stultz & Co., who will sell implements and buggies.

Cloverdale—D. V. Howard is to do business in the general store recently occupied by Chas. L. Goodbar.

Connersville—Belden & Son, confectioners and bakers, are succeeded by Albert Bell.

Converse—Frank T. Dickey succeeds D. O. C. Marine in the hardware business.

Kingman—Frank Cowgill succeeds Ephlin & Rowlett in the grocery business.

New Albany—John E. Crane is succeeded by John Tyrauf in the queensware business.

Newcastle—O. H. Bradway, furniture dealer, succeeds J. F. Yates.

North Judson—Minor DeCamp succeeds Hy Mathews in the grocery business.

Whiting—The grocery business formerly conducted by Boyer & Eaton is to be continued by B. N. Boyer.

Hammond—The creditors of Louis Breskin, dry goods merchant, have filed a petition in bankruptcy.

Indianapolis—A petition in bankruptcy has been filed by the creditors of Goldberg Bros., who conduct a department store.

Nottingham—The creditors of Henry F. McAtee, who conducts a general store, have filed a petition in bankruptcy.

Peru (South)—A petition in bankruptcy has been filed by the creditors of Frank Sarver, grocer.

Bloomington—H. G. Hedrick is succeeded by J. W. Shields in the grocery business.

Cayuga—A. M. Hunt is succeeded by the Wabash Clothing & Shoe Co.

Coesse—Jacob A. France, who formerly conducted a general store, will discontinue business.

Fort Wayne—Hood & Luce, commission merchants, have dissolved partnership.

Indianapolis—The stock of John W. Neumann & Co., wholesale and commission dealers in produce, has been damaged by fire.

Rochester—Reuben K. Gilliland succeeds the Rochester Cigar Co.

Warsaw—The old firm of W. H. Kingery & Co., manufacturers, are to continue business under the style of Kingery & Myers.

Williamsport—J. L. Knowles succeeds Jas. H. Dove in the grocery business.

Logansport—A receiver has been appointed for the Miskimem Furnace Co.

Pearls from the Wabash.

The fame of the Wabash River pearls is spreading far and wide, and even in Paris dealers are having a big demand for them, their customers being the members of the nobility and the aristocracy. The gems are advertised as the "Wabash" pearls, and by this name they are sold in a number of the larger foreign cities. In New York the representatives of the foreign firms are besieged with "hurry-up" orders, and they are unable to come anywhere near supplying the demand.

They are paying fancy prices for the gems as fast as they appear on the market. One of these pearls which sells to a small dealer along the Wabash for \$350 will bring three times that sum before it reaches the hands of the Paris dealer, and it is hard to comprehend the price he will put on the gem when he places it on the market. The "Wabash" pearl is regarded as par excellence by the foreign nobility. It is known that the Wabash River has produced thousands and thousands of dollars' worth of pearls during the past twelve months, and it is the unanimous belief of those who are in position to know that thousands are sold which have not come to the knowledge of the general public.

Many people are hunting pearls in

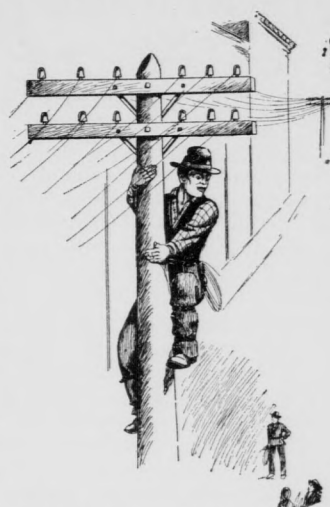
the Wabash River. At Longtown one day last week hundreds of people were at work on a big sandbar there. The bar was full of mussel shells, in which the pearls are found. The pearls grow on the inside of the shells, which are broken open and the pearl carefully removed by the hunter.

It is said the production of pearls from the Wabash River is unequalled by any other stream in the world, and it is no wonder, therefore, that the eyes of the foreign dealers and nobility are turned toward Indiana. The quality of the Wabash pearl stands far ahead of all others, and from the very moment it is found it is marketable. Several small fortunes have been made by the pearl hunters, and the end is not yet.

The Ant As a Hypnotist.

The reflections of an act will scarcely be surprising literature after recent investigations in ant memory and ant mesmerism and other matters. And actions recorded suggest something akin to hypnotism, and there seems a possibility these insects may be able to remember and recognize individuals of their own kind after a long separation. Enquiries into the reactions of ants to vibrations go to show that it is misleading to ascribe or to deny hearing to these insects. They are sensitive to the vibrations of solids but not to those of air, and their reactions to these might as well be due to touch as to hearing.

Luke the Lineman



Bill the brakeman, who twists up the brakes Whenever his train gets wabbly and shakes, Gladly he trumps himself from car to car With no thoughts of danger his pleasure to mar. Safe and sure-footed in new **HARD-PAN** shoes His accident policy is no earthly use.

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

Write us for reasons why.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

Opportunity to do Business

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

Do you know that our

Custom Made Shoes

are the "Shoes to Choose" for hard wear.

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

WALDRON, ALDERTON & MELZE

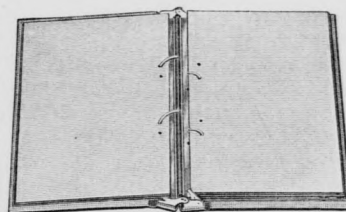
Shoe and Rubber Jobbers

No. 131-133-135 Franklin St.

Saginaw, Mich.

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

Still Another New One



The E. & H. Prong Binder

Let us tell you why this is the strongest, cheapest and most simple Prong Binder on the market.

THE Edward Hine Co.

Loose Leaf Devices, Printing and Binding.

5 and 7 Pearl St., (offices 2nd floor) Grand Rapids, Mich.



Catalogue House Competition Up to Jobbers.

It is interesting to read letters in trade papers regarding catalogue house competition, and these letters show plainly that the writers are not thoroughly posted on the goods or prices these houses offer to the consumer. If the retail merchant and jobber will get these catalogues, study their prices, get some of their goods and compare them carefully with jobbers' goods in price and quality, they will stop abusing the consumer and wonder why he buys from the retailer at all, because he can buy just as cheap as the retail merchant and many things cheaper. I do not mean to say the catalogue houses are underselling the jobbers on all articles, but on a great many they are, while on some they are a little higher, but not enough higher so the retail man can make a living profit.

It is amusing to note that the jobber and retailer say the goods are no good which one gets from the catalogue houses, but if one will notice the enormous growth of the catalogue house business one need not go farther for proof that the goods satisfy the public; besides, every article is warranted to be as represented and can be returned if it is not so. The jobber and retailer seem to have an idea that the catalogue houses sell nothing but shoddy goods, and that they misrepresent them at that. Why, then, does their business increase so very rapidly? Would any good, intelligent business man admit that business can be built up on such principles—principles that are not honest and reliable? Does any one think he can sell goods that are not dependable and have a prosperous and growing business? No! Why, then, does he think the catalogue house can? Such arguments are inconsistent.

This is the best evidence in the world that their goods give satisfaction and their prices are irresistibly attractive. Let any one who doubts this get one of these catalogues, leave it where the family can study it, and see how long it will be before some of them will be sending for goods, and just because they can save money. If their goods are positively no good let us retailers get a few, put them in our stores and show our customers. It is time for us to find out what kind of goods these catalogue houses are selling, because all admit they are getting the trade, and it is no use to abuse the consumer, for he will not stand for it.

Jobbers and retailers both say goods can not be sold for prices they quote and be good goods; but if one will study their business system and compare it with the jobbers' and retailers' systems, he will readily see that it can be done. The catalogue house sells for cash only (cash with order), while the jobber

has thousands of dollars on his books, and hundreds of dollars which he never receives, no matter how careful he is; while the catalogue house loses not one cent and can buy just as cheap as the jobber, and why can not the catalogue houses turn their goods over to the consumer for spot cash in advance at the same price the jobber turns his to the retailer and carries part of the retailers on his books? Why not? It is being done, and very successfully, too.

The sooner the jobber and manufacturer wake up to the real facts as here presented, and make a price to the retailer so he can meet the catalogue house prices, the sooner will this business be settled, and unless this can be done the less said the better for all concerned. For one to tell the consumer that those goods are no good is to admit our inability to offer as good for the same price. Let us remember, when the catalogue house gets our customer, with whom we come in contact and whom they do not see at all, that he must be a sour, crabbed, mean class of man or else the catalogue house has big bargains to offer him. Which is it?

Let us get a catalogue and find out; the jobber and manufacturer in particular should find out, because the retailer can do nothing without the co-operation of the jobber and manufacturer. The jobber says the retailer can sell to the trade, and at catalogue house prices, and make a profit, so I will give prices of jobber compared with the catalogue house on such goods as will bear comparison in quality. While some of the jobbers may be selling at a little lower prices, I think that all will admit prices here quoted are reasonably reliable; and while in some instances catalogue house goods are a little higher, all will readily see that they are not enough so to allow the retailer to make a profit by giving the consumer same price:

	Catalogue house price.	Jobbers' price.
Black Diamond two-ply Roofing, per square.	\$.70	\$.60
Tank heaters with grate.	2.35	2.40
Single barrel automatic ejector shotgun.	2.98	3.50
6x6 feet, 6 inches long, porcelain lined cylinder Pump Head.	3.00	3.23
600-pound single beam Scale.	6.35	8.40
Malleable D's for Spade Handles.	.06	.06
Iron Plow Singletrees, 26 in. long.	.19	.25
Two-leaf Seat Spring, per pair	.57	.60
Wood Frame 16-inch Spring Tooth Harrow.	6.00	6.50
Common Skates.	.46	.42
Universal Whistles, per dozen.	1.30	1.40
No. 105 Screw Eyes, per gross.	.36	.32

This could be carried out almost through the entire line, which is not necessary, applying to furniture, stoves and nearly every article, and stoves in particular. Catalogue houses sell a — heater for over \$2 less than any manufacturer will sell same kind of stove for.

Now, if any manufacturer or jobber will tell me how these prices can be met I should like to hear from him. To say the goods are no good is an insult to the consumer's intelligence, as well as an inconsistent argument applying to any business system. I have been in the retail business for some time and used to try to fight catalogue house trade

on that basis, which I found out long ago did no good.

As a retail merchant I have been obliged to buy quite a few goods from catalogue houses myself, because I can get better prices there than elsewhere; but John Jones gets the same price I do. To say the retailer is asleep on this subject shows how little is known about the catalogue house business or their goods. Much more could be written on this subject, but I have tried to be brief and comprehensive, and quoted only a few prices on goods which I know are not leaders.—Wisconsin Merchant in Iron Age.

The man who goes into a thing with a swelled head always comes out with a sore one.

Convex and Flat

Sleigh Shoe Steel
Bob Runners
Cutter Shoes
Delivery Bobs
Cutters and Sleighs

Write for our prices.

Sherwood Hall Co.

Limited
Grand Rapids, Michigan

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.



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

PROBLEMS OF ADVERTISING.

Cardinal Points To Be Considered in Their Solution.

Written for the Tradesman.

The subject of advertising is so vast, so important and the views of those who discuss it so varied and sometimes so opposite that it affords practically an unlimited field for investigation, and is therefore an inexhaustible theme for a journal devoted to mercantile interests. Not to know all there is to know about advertising is no discredit to a progressive merchant or business man. Some, indeed, who are so successful in large enterprises and expend so much money in advertising that they may be regarded as quite proficient in the art, might admit that what they know is but little in comparison with what they do not know, and there are many who are but novices and still groping along with only a rudimentary knowledge of advertising.

The assertion that any advertising bureau, agency or specialist, even after years of study and experience, has succeeded in reducing advertising to an exact science, with all its principles well defined, is still too preposterous to be considered. Yet many a merchant would do well to take lessons from such sources or call to aid an experienced advertising man. Such advancement may be made that in time we shall have schools of advertising to instruct the would-be business man as a necessary part of his education, or at least it shall become an important branch of the curriculum of every business college.

Why? When? What? Where? and How? represent the cardinal points of the problems of advertising. To attempt more in this article than to briefly throw out a few suggestions along these lines must suffice.

No one should ever dream of engaging in business who has not decided the first question fully in his own mind and knows of necessity that he must advertise if he wishes to sell goods.

The answer to the second proposition is very simple, consisting in this: All the time—that is, just so long as a person desires or expects to do business.

What? Everything one has to sell. This is comprehensive, but shall we stop here? By no means. Advertise the location, the ample stock, the prompt service, the attractiveness (which includes roomy, well ordered stores, well displayed goods, courteous attention), the reasonable prices, the bargains, the seasonableness and the suitability of goods, and everything else that is worthy of thought and attention.

Next, the kind of business, the class or classes necessary to reach and the natural limits or the limits to which one may advertise without the expense exceeding the resultant or anticipated profits, will decide the where.

How? This is the stupendous problem, as diverse in its application

as humanity itself, as broad as the range of business enterprise, high as the heights of learning, low as the depths of ignorance, calling into requisition not only the knowledge of the specialist and experienced business manager, but of every merchant, no matter how insignificant his business, every clerk in every capacity and, yea, and, in fact, the most numerous, most interested, highly important class, although often overlooked, the customers. All these can furnish in greater or less degree light on the great question of how to advertise.

Could the advertiser know what particular method attracted some, what drew others, what omission failed to draw, what fault turned away, he would indeed be wise. Careful enquiry along these lines would often result in information of great benefit, the giver being free and often desirous of expressing views on the subject.

Seldom do we find instruction on how not to advertise. Attention and enquiry into this detail would result in vast saving to many. True it is that enormous sums are expended in advertising which are a dead loss to the advertiser because few or none whom it is desired are ever reached. Just one or two illustrations: Riding along the highway in winter, two, four, six or more miles from town, one might see at frequent intervals attached to telephone poles, trees, buildings or fences a bunch of handbills, nailed at the top and fluttering in the wintry wind. It requires considerable curiosity to impel any one to dismount from a vehicle to secure advertisements so placed.

Again may be seen a man driving through the country, leaving a half dozen or more handbills of a kind at every house, throwing out a few occasionally by the roadside, and if a school house is passed a generous roll is left, which the boys when released from studies snatch up and use for weapons, cuffing and pulling, jerking and tearing until the whole lot is dispersed to the winds. Now, there is a lot of sense in these ways of advertising, is there not?

Not much better does the merchant who mails neat circulars or nicely illustrated folders, using a mailing list which has not been corrected in years, about one-half the names being those of people who have died or moved away, the result being that only a portion of the community is reached, while a goodly share of the advertising matter is finally disposed of as waste paper in the postoffices. The fault in such cases is in trusting the distribution of advertising matter to disinterested or incompetent persons.

Mention might be made of various features of advertising on which there are differences of opinion. One thinks the advertisements of certain classes of business, banking, for instance, are too dignified. Another, like the proprietor of a certain engine works, exhibited his idea of appropriateness when he insisted that all his stationery should be printed in heavy, black type.

Every merchant must study his own surroundings and adapt methods to his particular line of business and to existing conditions. Although he may gain much by studying others he can follow only in a general way. He must have an individuality, a style of his own.

Certain foundation principles underlie all kinds of business. Whether in the store, the shop, on the farm, anywhere, in order to succeed we must build on these principles. Begin at the beginning, start in the right direction, branch out carefully, experiment on a small scale, study results. Remember brevity and amplification each have their proper time and place. Don't forget directness of purpose. Base calculations on what people do and are, not on what they should do or be. Endeavor to make every new customer a permanent one, and know that when pleased patrons advertise you to their friends you have the greatest "pull" in advertising.

Advertising is not the "whole thing" in business any more than the nervous system is the whole human body. Nevertheless, as the nerves communicate with every portion of the body, so advertising, in some form, is necessary to every part of mercantile business.

E. E. Whitney.

One of the saddest sights of our day is when a man buries his nose in volumes of sermons or of sociology so as to shut out the sight of the sorrowing.

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.

AUTOMOBILES

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

Michigan Automobile Co.
Grand Rapids, Mich.

IT PAYS TO SELL
GOOD GOODS!

Walter Baker & Co.'s

COCOAS

—AND—

CHOCOLATES

Are Absolutely Pure

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

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



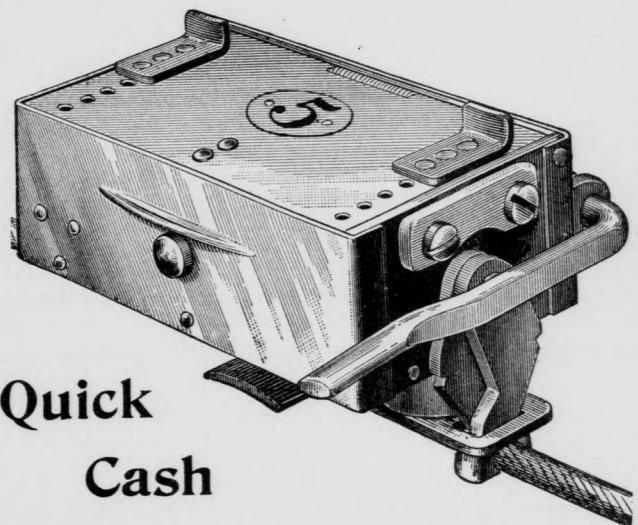
TRADE-MARK

41 Highest Awards in
Europe and America.

Walter Baker & Co. Ltd.

ESTABLISHED 1780,
DORCHESTER, MASS.

It Concentrates



Quick
Cash

Lamson Electric Cable Cash System allows the desk to be located anywhere. Has capacity for any amount of business. Has consecutive delivery attachment. Requires but little power. A most satisfactory system. Let us tell you about it.

Lamson Consolidated Store Service Co.

General Office, Boston

Detroit Office, 220 Woodward Ave.



Auspicious Opening of the Spring and Summer Season.

Hustling business has marked the opening of the spring and summer season of 1905 among the manufacturers and wholesalers of clothing. The season began rather slowly and there were many complaints that retail merchants were very conservative in placing their orders. Within a week after the first of last month this condition was entirely reversed and reports which have been received since from the traveling salesmen are most flattering, and they state that all conditions now point to a successful season for both manufacturer and retail merchant. Stocks of light-weight garments are very low in retail stores. Some merchants disposed of the remnant of their summer stocks by special sales. In the majority of cases this was entirely unnecessary, for the unseasonable weather, which was general throughout the country last summer, created a demand which rapidly depleted the stocks. Retailers are necessarily compelled to completely restock their stores, and the early orders which they are now placing are the result.

The samples which have been shown of the garments which will be worn during the coming spring and summer are meeting with genuine admiration wherever they are shown. It has seemed each season for several years past the ready-to-wear garments had reached the point where there was little chance for improvement as far as attention and care in cutting, trimming and the selection of materials were concerned. Each season, however, shows improvement on the preceding one, although it has now reached the point where the improvement can only be noted in the construction of the garment by those familiar with the details. This season is no different than the others and the opinion of the most expert clothing buyers is that the new samples show a higher point of perfection than any which have preceded them. The high-grade clothing which is being produced today by American manufacturers is worthy of being worn by the most exclusive of fashionable dressers. The garments are made of the finest materials that can be produced by either foreign or domestic looms. The fabrics present the newest effects in colorings and patterns and in point of style the garments can not be surpassed by the most skillful of merchant tailors. Garments for all occasions are ready-made and one can as easily obtain a handsome suit for evening wear as the most ordinary garment for business purposes.

Brown seems to be the prevailing color in all of the samples which are being shown for spring. The solid color is not so much in evidence as it was in the garments displayed for fall and winter, but fabrics showing

a brownish cast or relieved by an almost indistinguishable stripe or plaid are very numerous. In the higher priced lines this color occupies a secondary position, as gray is the color being shown. Brown garments, however, will be sold more than any other in the lower and medium priced garments; and this means that retail merchants believe that in order to supply the popular demand they must purchase very liberally. The spring season will be marked as being a season in which brown is more generally worn than any other color; beside suits and overcoats of this color there will be brown hats, shoes, hosiery and neckwear, and indications already point to its popularity in all of these lines.

The great popularity of fancy waistcoats during the past two summers will be continued during the coming season, and preparations have been made accordingly by the manufacturers of these garments. The markets of the world have been searched for suitable materials and the novel effects which have been produced are bewildering in numbers as well as in the fabric designs and colorings. Every possible material has been utilized, and the sample lines must be seen to be appreciated. Wash materials are strongly in evidence, and there will be great numbers of these waistcoats worn both in double and single-breasted effects.

The influence of the automobile is being felt in the clothing business, and many manufacturers have added overcoats, raincoats, dusters and jackets which are designed especially to meet the requirements of those engaged in this form of sport. In nearly every town there are several enthusiastic automobilists, and this number increases according to the size of the town. A few garments properly displayed in a retail store would surely be the means of bringing a desirable class of customers within its doors.

Manufacturers of children's clothing are showing their lines for spring and summer. The number of samples is larger than ever, and thousands of different materials are used in their construction. The Russian blouse and sailor styles are the more popular, although there are so many different varieties of these garments being shown that it is a wonder how it is possible to create such a vast assortment. Sailor suits with insignia embroidered on the sleeves will be very popular and designs patterned after a military suit will also be in great demand.

The manufacturers of wash suits have prepared enormous lines for the coming summer. Every conceivable fabric has been utilized, and the many new effects which are being shown for the first time demonstrate the belief of the makers that the coming season will be the largest of any in the history of the trade for these particular garments. The wash suit seems to have supplemented the suit of woolen material for wear during the summer months, and every retail clothier should carry a line of these garments in his children's depart-

FUR COATS



Robes and Horse Blankets

Although we have had the largest trade on these goods we ever had, our stock is still complete and our assortment is unbroken.

Write us and we will send you full particulars regarding these lines.

BROWN & SEHLER, Grand Rapids, Mich.

**OUR NEW
103**



OVERALL

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

**LARGE AND ROOMY AND
A PERFECT FITTER**

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

IDEAL CLOTHING CO.
MFRS. OF CLOTHING.

ment, as they will be found to be a safe and profitable investment. The line needs little room for display, and to carry a fair stock needs but little capital.—Clothier and Furnisher.

Rented Dress Suits Have Strange Stories to Tell.

The place of business of the man who keeps dress suits for hire is one where stories running the gamut of human experience, from the ridiculous to the sublime, are to be found in plenty.

The hired dress suit man can tell strange tales when he is thus inclined, and often his stories, if they were all to be told, would include the names of some of the best men about town. This does away with the popular belief that it is only the questionable class of "society men" who are pressed to secure their evening clothes by the hour. On the contrary, the dress suit dealer declares the great majority of his customers are of the better sort. Few people rent dress suits who are not, from all appearances, able to purchase one. Most people who rent dress suits look as if they have been used to wearing them before. This would presuppose that the old joke about the \$7 clerk desirous of shining for one night being the only patron of the clothes renter is another of the fallacies of the "funny men" which must be exposed.

"If I were to tell the names of some of the people who come in here to rent suits for an evening you would see that occasionally some extremely well to do people of this city are inconvenienced as to dress suits," said the clothes man. "Few of my patrons are from the ranks of the really poor. Most of them are fellows who know what it feels like to be in a dress suit. Some of them come here often enough in a year to pay for a suit with the rental they turn in to me. Others come only once. For instance, there are men traveling through the city who came away without expecting to need their evening clothes and who are forced to accept invitation to some place where the full dress is absolutely necessary. They come in and rent a suit for the evening.

"Then there are the fellows who come in every once in awhile. Sometimes they do this because they do not feel like having \$60 or \$80 tied up in a suit. Others among them come here because, for some reason or other, a dress suit would not be compatible with joy and peace in their families. Of course, this is just deduction on my part, but this is one case where the science of deduction has the science of common sense on its side. When a man comes in here and rents a dress suit once a month or so and in the morning sends it back with a hair ribbon or comb, or a woman's dainty lace handkerchief in the pockets it looks to me as if that man has some particular reason for not buying a dress suit and sending it home. Of course a customer of this class never gives his name, although many others do, and they are perfectly safe with me.

"Many queer cases like that? Well, I should say so. Nearly every man who rents a dress suit out of here leaves something in the pockets when he sends it back. The things we find would indicate that the great majority of men are extremely absent minded. Inevitably it would seem that when a man gets into a dress suit, especially the hired one, he has moments of absorption when he puts something into his pocket and forgets all about it. We don't find much money, but here are a few of the things that I am saving in case the owners turn up."

The dealer went behind the counter and pulled out a heavy drawer from beneath a shelf. In it was as miscellaneous an assortment of things as the imagination could well conjure up. There were gloves, ribbons, hair combs, rings, fans, and other small articles to the number of hundreds.

"Here is a fan which was found in a suit evidently used at a ball." The dealer held up a lady's fan on which was scrawled in a feminine hand: "Meet me at the foot of the stairs in ten minutes."

"There might be a whole romance in those few words," was the comment of the speaker as he put it back in the box. "The possibilities of such a suggestion are unlimited. It might have been the direct prelude to an elopement."

There were other strange things in the box. There were dance programs and invitations by the dozens and on some of them were written foolish pieces of poetry.

"What was the queerest case I ever ran into?" repeated the suit renter. "Well, there was the case of the suit which came back to us with a diamond garter buckle in one of the pockets. It was a gem of a buckle, neatly set with diamond chips, and was worth probably \$25. Now, here, thought I, was a case of where some staid and respectable citizen had been inspecting the sights of the downtown district with a chorus girl for company.

"But the next morning in stalked the man who had rented the suit, accompanied by a perfectly gowned woman, whose manners unmistakably proclaimed her a lady. But she was heavily veiled, and so carefully did she conceal her voice that it was impossible to get any idea of her personality. Her attitude toward the man was distant and even cold, and his treatment of her was quite similar.

"The man proved his identity and the ownership of the buckle without the woman taking any part in the proceeding. He was evidently surprised when he found it was here safe. He turned it over to her without a word and they left the shop without by word or action revealing the circumstances under which the buckle changed hands. It was easy to see, however, that she was surprised to have it returned to her and that she distrusted the man considerably. The queer part of it is that they both bore the unmistakable signs of real 'society' people." W. D. Mead.

We Think



"CLOTHES OF QUALITY"

And Others Think

that we have the best medium priced clothing.

We Would Like Your Opinion

and will send sample garments by express prepaid.

PRICES—Suits and Overcoats \$5.00 to \$14.00

M. Wile & Company

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

MADE IN BUFFALO

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

The William Connor Co.

Wholesale Ready Made Clothing Manufacturers

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

The Founder Established 25 Years.

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

Bell Phone, Main, 1282

Citizens' 1957

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

THEY FIT

Gladiator Pantaloons



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

LOOKING BACKWARD.

Boy's First Journey Into the Great Wide World.

Chapter X.

Thirty cents in Galveston street car tickets is not a fervent working capital with which to begin life anew at Houston or any other point in Texas. Lady authors of "How to Live on 92 Cents Per Week" might deem that sum colossal, but don't you believe them. I tried it once and would not make a similar attempt, now that my habits of living have changed, with less than 40 cents.

The tickets came to me as recompense for two hours' work with a shovel on the car tracks at Galveston, after which, at the request of the boss, I took a transfer on the trucks to Houston. At that time an era of reciprocity raged between those two cities. The green ticket of Galveston was good for bread, beer, and rides at Houston, and the blue slips of the latter place were likewise honored at the seaport. Thus I was fairly well healed while the six tickets lasted.

Owing to the skinny state of my finances I went back to the stage plank diet—slabs of dry ginger bread at one ticket each. There always is an abundance of water at Houston, more than was needed to wash down the bread, and I managed to find cozy sleeping quarters in a dry culvert on one of the graded streets. The name of the street has slipped my memory, yet most any boy placed as I was can easily locate the culvert if he needs it, and he doubtless will.

The only iron foundry at Houston had closed down for want of work, and I was about to do the same at the end of two days. But one ticket remained in my touring fund, and I squandered that for more bread. On the morning of the third day I moped around the streets like a hen with the pip. It was raining plenty and I lurked in the shelter of a sidewalk awning, thinking pensively of the flood that by nightfall would be racing through my late dry culvert. The spark of hope flickered but faintly in my damp bosom, when my eye caught a placard: "Men Wanted for the Country. Apply Upstairs." I applied swiftly at a glass door bearing this legend in ornate gold letters: "Mr. Paul Beaumont's Eastern and Western Texas Narrow Gauge Railroad Company, Limited." The name was almost as wide and nearly as long as the railroad, but I didn't know this at the time.

The only person visible in the office was an oily looking elderly creature—one of those vain men, who suspects that his hair is curly, and does things to strengthen the suspicion. This man's hair was iron gray—streaks of black and white smeared with grease and tousled into the semblance of short curls. The whole effect suggested a mess of fried onions, and made me so hungry I almost forgot what I came for.

"What is it, boy?" the oily man harshly enquired.

"I'm looking for work, sir," I re-

plied, gazing fascinated at his fried onions.

He must have taken my glance for one of profound admiration. His manner softened, and, after sizing me up, he said I didn't look much like a working man. That wasn't my fault, I said, and then told him all my troubles.

"Poor boy!" he said, in such a sad way I could have wept over my own misfortunes. "Really, you are not able to work after those hardships. Your system is all run down. What you need is some light occupation—a mild diversion, as it were, to take your mind off yourself and tone you up. We have the place for you."

"Where is it?" I asked, ready to shed tears of joy and gratitude.

"At our railroad camp in Polk county, seventy-five miles from here. Splendid scenery, nice surroundings, pure air, and fine board. We will pass you out on the railroad, pay you \$1.50 a day and deduct 50 cents for board. The train starts in an hour. Are you ready to go?"

Was I ready? Well, I guess yes. When he wrote out the pass I galloped all the way to the station. I traveled in my baggage and made good time. A little jerk water narrow gauge engine and one coach comprised the train, and I took a front seat in the car. The trip to Livingston consumed most of the day owing to numerous stops at new settlements of small and mangy aspect. When the conductor punched my ticket he wanted to know why I went to Livingston.

"To work on the railroad," I said proudly.

"You'll stay just long enough to get back," he retorted, with a brutal laugh.

I didn't understand him then, but later on his meaning struck me in a lump, and the blow was a corker.

Shortly before dusk we reached Livingston, Polk county, Tex., and halted for the night, as the track ended there. That was the jumping off place. So far as I could see the bustling city of Livingston comprised much swamp, three box cars standing on a siding and some tiny log huts in the bushes. In the few places clear of water a fellow could get all the mud he wanted and then some. I was the only passenger who played the train to the limit, and when I alighted a large man in a red flannel shirt seemed by instinct to know just what to do with me.

"See that cabin?" he said, pointing to a hut at the edge of the clearing. "That's where you sleep. Now go to the cars and get your supper. I'll need you in the morning."

Two of the box cars formed the dining hall, fitted with rough board tables and benches spiked to the floor. In the third car, which was coupled to the others, a dope dazed Chinaman dreamed he was the cook. Supper being over, the Chinaman brought me a tin platter of cold salt pork and cornbread. I ate the whole business, and would have asked for more, only I didn't know the cook well. After cleaning out the ban-

quet hall, I groped among stumps and puddles to the cluster of log huts. Camp fires burned in front of the doors, lighting up groups of muddy, shaggy men, who looked like pirates smoking and swearing in the weird glare.

In the doorway of the hut assigned to me, and which stood apart from the others, sat a man of giant skeleton frame, with his face buried in his bony hands. He appeared to be thinking. His huge feet were sprawled out toward a pile of blazing sticks. On hearing me approach he peered up through his fingers, still keeping his features concealed.

"Who sent you here, bub?" he growled.

"The big man in the red shirt," I said, apologetically.

"That's the boss. Did he say anything about the Prize Beauty?"

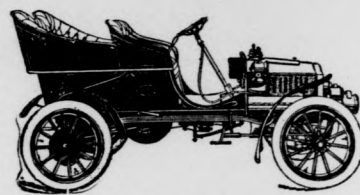
"He did not," I replied, beginning to feel scared. "Who might he be?"

"Me!" said the skeleton, with a horrible laugh. "I'm a free show in these parts. Look!"

Removing his hands, he exposed his face to the firelight. Under each eye was a wide, crescent shaped scar fully two inches long, with the points turned upwards. Another scar, clean cut and regular, passed along below his chin and extended from ear to ear. In the middle this gash was at least three inches wide, and, like the others, was of a dull red in a setting of sickly white. My hut mate certainly was a prize beauty.

"That is what they call me here," he said, as if reading my thoughts,

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Grand Rapids, Mich.

"and I'll tell you all about it. The other fellows know, and I'll give it to you straight, only don't laugh. Sit there on that stump and listen. Now, then, first off, have you ever been in love?"

Feeling it safer to tell the truth I said that Mr. Cupid's dart had not yet pierced my tender vitals.

"Don't ever be in love, my boy," he went on mournfully. "There's nothing in that game. I was in love once, and all I got out of it was a face like comets shooting across the milky way. The lady lived in Indiana, and at the time we met I weighed 350 pounds. Looked like a prize Berkshire hog at the county fair. She said she couldn't marry a fat man, so I went in for anti-fat. I owned a drug store and kept the stuff in stock. Well, the medicine pulled me down as thin as I am now and left me a holy show. Two pouches of loose skin hung beneath my eyes, like buckskin purses, and the flap of waste hide under my chin would half sole a pair of boots. The lady never would have me in that shape, so I went to Indianapolis and hired a beauty doctor to skin me."

"Did he do you up like that?" I enquired in shocked accents.

"Not quite. The job was all right at first. The scars on my eyes scarcely showed, and my neck bore a thin red mark. Looked like I had worn a hat with a rubber band under the chin, kid fashion. The lady warmed up right away, and the love business was booming until I started to get fat. That put an end to love's young dream and drove me forever from the haunts of females."

Here the Prize Beauty bent his head in silent anguish while I sat and shivered and waited for the end.

"The flesh kept piling up on me in spite of anti-fat or anything else. That drug had lost its grip, and I soon went up to 300 pounds. The loose skin the beauty doctor cut away left my face cramped for room. I couldn't shut my eyes, and the wide hem taken up under the chin drew my head forward, till I could see nothing but the ground with eyes that never closed. On top of this awful affliction the lady I loved sent word that she heard I had lost a nickel in boyhood and was out looking for it. At least she suspected me, because I walked with my head down and eyes wide open.

"Her cruel sneer stung me, mostly in the places where I had no skin. I sent a farewell note to the fickle maiden, sold the drug store, and flew the coop. Worry and despair pulled the fat off me again, but the strain on the cuts was so great they stretched and never closed up. I'll never be any better," he added, sadly. "This is a good place for me and here I stay. Time now to go to bed. Climb in."

Vastly moved by this story of beauty and spurned affection, I wriggled into a bunk that contained the same kind of bedding they gave a horse. Lodgers in railroad camps had forgotten mine. The night turned cold, and I would have suffered much but for the heat generated in

my system thinking of the oily haired villain at Houston, who had steered me into that den of luxury and mild diversion.

At daylight all hands were routed out to a breakfast of fat pork, dried apples and coffee. The Chinaman was at his worst in the coffee line. After breakfast I was handed a shovel and loaded with the gang on to a string of flat cars pushed by a dinky engine. In a narrow cut of yellow clay, which the rain had washed upon the track, the workers were dumped off into the ditches on either side of the road and ordered to shovel mud. The water covering the mud had frozen a thin sheet of ice over night, and when I jumped I bogged down to my knees in the chill mass. I looked at the other fellows. Light occupation seemed to be their regular business, so I bored in and dug with the best of them.

The tops of the flat cars on which we piled the yellow muck stood level with our faces. In order to discharge a shovel load it was necessary to bang the shovel edge on the car. The effort was like dropping a decayed pumpkin off a tall building. Gobs of smeary yellow goo squirted in all directions. It lodged in my eyes, ears and hair, and plastered my clothes from top to bottom. After loading the cars the engine towed them to another place, where we pushed the mud overboard and went back for more. When the noon hour came I resembled the statue of some great general in the modeling stage. All I needed was a sword in place of the shovel. The only spot clear of mud was my mouth, and I filled that with fried pork.

Work in the afternoon was much the same, except the late March air was not so keen. The supply of mud held out. In fact, it oozed into the cut as fast as we hauled it away, and I beheld enough gentle diversion amid pleasant surroundings to be the death of me. The Prize Beauty was not at work that day. I found him in the cabin door after supper peeling off his scalped face and looking at the fire. He asked me how I liked the place. I said I'd go back to Houston on the train in the morning.

"Not this time, bub," he said, kindly. "It's seventy-five miles to Houston and the rate is 10 cents a mile. They pass a fellow out here and he must pay his way back. That takes \$7.50. The least you can do it in is eleven days, including two Sundays, for which board is charged. Nine days' work, if it doesn't rain, brings you \$13.50, and eleven days' board at 50 cents per comes to \$5.50. Deducting \$7.50 for railroad fare you may, if you live, return to Houston in about two weeks with a net profit of 50 cents."

The facility with which the Prize Beauty did mental arithmetic in and around affairs made me ill. But he was right. They had me canned in the swamp, and the only way out was to dig it with a shovel. I went to bed in my muddy clothes a blighted, blasted, ruined mechanic.

Anyhow, I could eat while working

out my sentence, and that was a better prospect than walking back to Houston. Comforted by this view of the case, I fell asleep, and remained that way all night. In the morning I was unable to move, and thought I had become paralyzed from overwork, anxiety and worry. But it was merely the clothes. The heat of my body caked the mud with which the garments were smeared, and I was in a plaster cast. This pleasing discovery cheered me much, and as the day was Sunday, and bright and warm, I spent most of the time beating the mud armor off myself with a club. The Prize Beauty showed me how, as he was on to all the niceties of camp life. He had spent years at the business, and said he would end his unhappy days in unrequited love worked one week and gummy seclusion. This victim of loafed two on the proceeds. That was his system.

A rugged constitution and an appetite of the same enabled me to survive my career in Mr. P. Beaumont's swamp. At the end of two weeks I headed for Houston to invest my 50 cents net profit. Charles Dryden.

The average woman is woefully deficient in arithmetic. You can not convince her that it is impossible to subtract a \$25 expense account from a \$15 allowance.

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PERFECT BREAD

THE MAN WHO WILLS.

How the Great American Spirit Leads the Ambitious.

I have been impressed during my work in the Far West by the number of young men from the East and Middle West with civil engineering aspirations who are voluntarily shutting themselves out of the social and intellectual pleasures of their home centers to conquer the best of their profession in the seemingly unconquerable wilds.

The early beginnings, struggles and disappointments of John Findlay Wallace, now chief of the Panama canal work, and of Isham Randolph, chief of the sanitary district of Chicago, are well known to public readers, but remarkably brainy, self-reliant and original thinking successors to them are being bred in the arid and mountain regions between the Missouri River and the Rocky Mountains.

One illustration I have in mind relates to a young man who has never had the benefit of contact with settled Eastern influences. His name is John M. Shubert and he was born on the White River Indian Reservation of Utah twenty odd years ago. Until he was 10 years old he lived among soldiers, Indians and the mission teachers.

At that time, his father and mother having died, he found that if he wished to make a place in life for himself he must work and overcome the lack of a collegiate education. He could in no way calculate that he would ever reach college. As he told his story to me it was to the effect that he felt what he did learn he must learn thoroughly. From the time he was 10 until he was 14 the actual amount of money he earned above his living expenses was \$60 a year, or \$240.

This saving he applied toward his expenses in taking a practical course in the surveying of mine boundaries and railway preliminary surveys. He proved to be a naturally apt mathematician. At 16 he was without surplus funds, but had a big body, a big mind and nerve. His income was then \$50 a month and his board. This did not permit him to wear good clothes or to indulge in luxuries, but he was rapidly becoming a responsible engineer. Along the right of way of the old Utah Northern they said he was "coming on."

He kept to his ambition—to be the best possible. He struggled to overcome his lack of education and to acquire the best self-control. He was 20 years old on Nov. 14, 1903. One year and two days later he was offered the chief engineership of one of the most important Alaskan undertakings in a railway scheme yet proposed. The salary is \$10,000 a year and his contract is good for five years.

"They have asked me," he said, "to conquer a right of way over the Alaskan range. Whether they propose to go to Nome or not I don't know. The most I know at present is they wish to get from the seaboard to valuable coal deposits. I am to find the way, and I will."

So after eleven years of smothering the easy part of himself and taking to the "tall timber," where to live is to work, he finds himself master in the wilderness, a man among his elders, and, barring accident, forty years of clean, enjoyable working life before him.

Going down Polo creek the other day to the Centennial plains, just betwixt and between two foothill formations of the Rockies, I came upon a blond haired young fellow of 22, handling a tape, ax and rod in wet snow up to his boot tops. Five hundred feet above him another young fellow was at the transit—about both heaps of rocks, all the desolation of prehistoric ages.

It hardly seemed possible that out there I should find the "Eastern accent" and those little touches that in young or old men show the "gentleman born to his blood," but I gave the "halloo" and got one back, and then made company with the young Saxon.

His name is Charles Kumke and he is from the college at Houghton, Mich., a splendid specimen of physical manhood, out in the wilderness to make himself a practical mining civil engineer. His life is hard under the best conditions, for Nature is not kind in the foothills, any more than she is on the divide.

She has heaped up in the pathway of engineers every obstacle possible to conquer or be conquered by. But here was this youngster, ruddy cheeked, big shouldered, wet and cold, doing his day's work with the one thought that every difficulty overcome made him more fit for the stern realities of life he must face when he becomes a leader in his profession.

And he could turn away from all the dreariness of the spot and joyfully talk of the latest music, the best books, the freshest magazines, and when I pulled an old newspaper out of my pocket and tendered it go into ecstasies over football triumphs of colleges he favored.

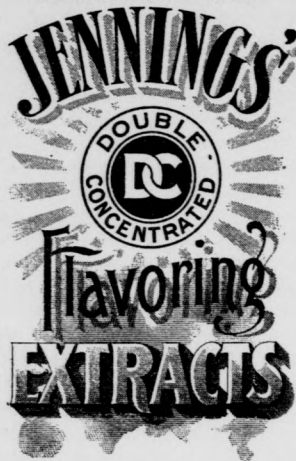
"Why are you here?" I asked him that night over the kitchen stove.

"Same reason as a hundred others," he answered, "out for the discipline and a practical knowledge we can not get elsewhere. It's roughing it in every sense of the word and beastly lonesome, but the knowledge secured is worth every sacrifice. I wish to be the best kind of a civil engineer. I wish to have people to be able to depend absolutely on what I say. I don't want to be a camp follower. I wish to be a captain."

"I guess the other boys feel the same way—at least they work as if they did. We just choke down the lonesomeness, work every hour possible, and dream of the days when we can go back East fitted for any engineering problem offered us. The mountains and the arid districts give you a test that simply makes the soles of your feet curl unless you have the real stuff in you."

"The work before us is of the most delicate nature and must be accurate—the Government depends on it; so do the State and the private property owner. We are all taking it because

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Send for catalogue and prices.

Straub Bros. & Amiotte, Traverse City, Mich.

we feel that it brings the best in us out, and when we have accomplished that, then home to the books, the music, the things that put the crown on labor."

That is great American spirit. It makes one tremendously proud of the young American manhood that carries Chicago's motto of "I Will" over range, down dizzy slopes, into dead places, and produces results. For any drone, any "I can't" individual, any young man of the great cities who thinks he is beaten before even the race is started, the sight of these young fellows rough shod, roughly dressed, bruised in body and deprived of comforts, conquering where only a battle can conquer, would be an inspiration never to be forgotten.

Some day into the history of the Far West, when the dry plains shall blossom the blue lucerne and the slopes carry new forests, there will be written the story of these indomitable young fellows who have turned their backs on self to conquer for a principle—the foremost principle of being able to do their work a little better than another.

H. F. Cable.

Necessity of Sticking to the Truth.

A clergyman preached a sermon for salesmen not long ago and said among other things: "Refuse to tell a lie to enable you to sell goods. If your house wants you to be dishonest in trying to sell goods, what then? Don't do it. Press your business—try to sell all you can to customers at the price your house puts upon the

goods, but don't lie. If you sell at the price of the house, it is well and good, but if you sell with a lie, remember, it is your lie—yours the responsibility. Young salesmen or saleswomen ought to systematize their business according to scientific principles, and in practical experience it will be found that the scientific and systematic seller of goods will achieve the best results for himself, his customer and his employer. In almost every case the scientific seller will succeed, whereas the careless, uninterested seller fails. Scientific salesmanship means steady work and close application, and those salesmen who remember this will forge ahead, while careless or uninterested salesmen fall into perfunctory ruts and fail both for themselves and their employers."

Herein the preacher has brought up a point that too few salesmen consider of great importance in their business. The necessity of adhering to the truth, of managing to sell a thing by honest ingenuity, is never a matter of question by the proprietor; at least, it should not be, and it is granted that it is not. Truthfulness wins customers, but all salesmen do not work along those lines.

Misstatement is often considered legitimate if a salesman is reasonably certain that a customer doesn't know enough to discern the difference. What is the proper course to pursue? The question should never be necessary. Falsehood is no more justifiable in business than elsewhere; and it is never justifiable. The

preacher has explained the best and only proper way to success—"system in business and a comprehensive understanding of it."

That is the successful method. The salesman who understands his business has the proper interest in it and works with steady industry, pleases the customer and gets the reward. It is simplicity itself, but it is perfectly free from prevarication. It must be to be permanently successful.

Wanted to Insure His Snakes.

"We have queer assignments in our business as well as you do in yours," said a fire insurance agent to a reporter. "Aside from soliciting business on our own hook we must attend to calls from persons who write direct to the office. The other day I was sent to a small apartment not far from the jail. The man who wrote opened the door himself and invited me to take a chair. Just as I was about to sit down a huge snake uncoiled himself, dropped from the chair to the floor with a bang, and scurried off to a basket behind the steam heater, hissing defiance at me as he went. To say that I was scared but feebly expresses my feelings.

"Don't mind 'Peter,'" said the man as calmly as though he had been speaking of a pet dog. 'He won't bite unless you step on him. He is the soul of good nature, is Pete. Lie down, old man.'

"In a rocking chair I found another snake. The man told me there were five snakes in this room, which

he used in his business as a showman. But I could have sworn I saw fifty of them. He noticed my nervousness and led the way into his bedroom. There was another snake curled up on his bed, stupefied. It was on the sick list and he had given it dope.

"Yes, he wanted me to insure his snakes. I believe the company made some sort of a deal with him, but I never went back a second time."

Greater Flow for Niagara.

To rebuild Niagara Falls and thus to harness the power is the burden of a unique scheme that hies from Canada. It has for its foundation the turning back of the waters of the Chippewa River, making its present source its mouth, and its outlet into Lake Erie instead of into the Niagara River as nature arranged. Between the present headwaters of the Chippewa, which, under the contemplated transformation, would become its mouth, and the headwaters of the stream which would carry their combined volume to Lake Ontario is a stretch of several miles. This would have to be excavated, which those who are promoting the project hold would not be a task either difficult or expensive. They say in fact that their whole undertaking will be easy from an engineering viewpoint. With the course of the Chippewa reversed advantage can be taken for power purposes of the 300 foot drop between the level of the Niagara River, above the Falls, and the level of Lake Ontario.

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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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The Grand Prize was awarded to our scales and cheese cutters as a store equipment in connection with the "Model Grocery Exhibit."

We have over fifty different styles of scales and four different cheese cutters. Over 200,000 of our scales are now in use in the United States, and foreign countries are rapidly adopting our system, realizing that it is the only article which will close up all leaks in retailing merchandise.

Send a postal to Dep't "Y" for free booklet.

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47 State St., Chicago



Value of a Sufficient Working Capital of Words.

Written for the Tradesman.

Any suggestion that women need to acquire more words—considering the reputation the sex bears for fluency of speech—is bound to savor of sarcasm to a certain extent, yet, nevertheless, it is amazing how poverty stricken the majority of women are in the matter of a vocabulary. Take note of the ordinary conversation that you hear about you every day, and you will be divided between wonder at the incredibly small number of words actually in use, and admiration that with such limited facilities for expression they still should be able to express themselves so voluminously and so continuously. It is not number of words they lack, but variety.

Unfortunately the average woman seems to be as tone deaf, when it comes to using words, as Trilby was about music. She has no nice discrimination, no subtle shading, no fine values in her employment of them. It is a case of "all coons look alike" to her, and the word that comes handiest serves her purpose. She has only a few at her command, and these she makes do yeoman's service, never dreaming that she is overworking them remorselessly and outraging them most abominably.

This reliance on a few words and the guileless belief that they can, upon occasion, be made to mean anything and to adapt themselves to any situation are not confined to the uneducated and illiterate either. Many otherwise intelligent people are guilty of the offense simply because they have been too lazy and too careless to provide themselves with a flexible vocabulary that was varied enough to meet the emergencies of life. The result in conversation is precisely as awkward and inadequate as if one had only one frock in her wardrobe and must come down to breakfast in a décolleté gown because she only possessed a ball dress or must appear at the ball in her Mother Hubbard because she had nothing to wear but a dressing gown.

No woman would be guilty of such a solecism in dress. Rather than come to breakfast in a trailing, low-cut gown she would stay in bed all day, and she would forswear balls for the balance of her natural life rather than not be suitably attired when she did go, but she has no such fine sense of the fitness of things when it comes to the use of words. She has not the slightest compunctions about dressing up her ideas in any sort of misfit clothes, and sees nothing ludicrous in the result. Just how ridiculous, as well as exasperating, this is I had impressed upon me not long ago in the street car, when I sat behind two young girls and listened, perforce, to their edifying conversation. They were pretty and intelligent looking

and beautifully dressed and they greeted each other with enthusiasm.

"Oh, Mame!" said one, "I have just had such a perfectly lovely time. I went to Edith's to lunch and we just had the loveliest things to eat—lobster Newberg, that was the loveliest thing I ever tasted, and perfectly lovely chocolate cream and cakes. Then Edith and I went to the matinee. Say, you ought to see that play. It's just too lovely for anything. I cried all the time. It's perfectly lovely to cry at a play, isn't it? And the leading man, in that lovely scene, you know, where he kills the heroine because he thinks she is in love with somebody else, he's just too lovely for words. I just love the theater, don't you?" "Indeed, I do," responded the other girl. "I think it's just perfectly lovely," and as I listened I could only groan and, paraphrasing the words of the poet, wonder "has the language played out and is education a failure?"

If it was only school girls who so misused words and harped upon a single adjective until they had worn it threadbare, we might live in the faith and hope that time and experience would bring enlightenment and discretion, but the fault is just as common with the hieredrls lico, fw fw common with their elders. Who, for instance, has been so fortunate as not to know the woman whose whole descriptive capital was comprised in the one word "awful?" She never meets anyone who is not "awfully" sweet, or "awfully" good, or "awfully" bad. The storms of heaven and the pie at dinner are equally "awful," and her entire conversation is one awful assault on her mother tongue. Or, it may be "grand" that is the prop and stay of her vocabulary. The new paint on her front fence is perfectly "grand." The baby is "grand." Niagara is "grand." The comic actor was just "grand" in that scene where he turns a somersault and sits in the old woman's lap, and she caps the climax to her efforts to make herself agreeable to you by telling you that your new blouse fits you "just something grand" in the back. I have often trembled to think what would happen if some catastrophe should occur to these words, so that they would be invalidated for further use. I am persuaded that in that event a large proportion of my most loquacious sisters would be smitten with sudden dumbness and a silence of desolation would reign over the land.

Perhaps if we realized more fully what a distinguished charm and grace a good vocabulary gives a woman we should pay this subject the attention it deserves. For one thing it would enable us to avoid many of those social blunders that partake of the nature of crimes, because they cause us to needlessly wound the self-love of innocent people. Most of us have suffered this in our own experience and know the deadly chill of disappointment with which well-meaning people have damned us not with faint praise but with wrong praise. Did you ever—now honestly—read aloud before your club a paper in which you poured out your whole heart in a

passionate protest against some wrong, without having some woman who meant to pay you a florid compliment bustle up and tell you how "sweet" your essay was? Didn't you long to throttle her? If only she had said it was strong, or that you had struck some note of truth, how pleased you would have been. But "sweet"—when you meant to blister! Fugh! The word is an abomination to you, and you show it, and she goes off huffy and tells other people that she did not see anything in your old paper, anyway, so remarkable you need give yourself airs about it.

It is the same way if you have written some airy little verses, gay and tender, with a laugh and a sigh in every line. It would warm the cockles of your heart for some one to tell you that they are graceful or dainty, but when the blunderer, who thinks one adjective does not differ from another in glory, comes along and says, "Say, that was a magnificent poem you had in the paper last week," you can not help feeling that you have had a slap in the face and wonder if it is sarcasm or merely ignorance that makes a person say a thing like that. Or, it may be that you show a picture in which you have tried to paint all the unutterable agony of a mother bending above the dead body of her first born. You mean it to be tragedy in all its naked hideousness. "What a pretty picture," says some good-natured soul, anxious to do the right thing in the way of flattering you. You turn the picture to the wall. If they had thought a year they could not have said anything that would seem such a bitter criticism. It takes all your fortitude to recognize the good intentions of the speaker and forgive the break, and you gnash your teeth to think that anybody could make such heart-breaking mistakes for the lack of the right word in the right place. I knew a whole family disrupted because a simple old woman to whom a doting mother had sent the first baby's picture wrote back that it seemed a nice, healthy child, instead of saying it was "magnificent," and upon my word, I think there have been plenty of feuds with less real provocation. It is so aggravating for people to say the wrong thing, when they might just as well say the right.

There is no excuse for going through life making these mistakes. If one is born with a snub nose and little fishy eyes one is, of course, bound to these infirmities and can not escape from them, but anyone can acquire a good working vocabulary, and the best use that any young woman can make of time is to put in some good hard study on the dictionary. In that interesting and affording volume they will find out the difference between a grand chocolate cream and a grand mountain, and they may, at least, acquire an accumulation of adjectives that will enable them to deal out the right one to everybody; instead of lumping all talents and every attainment in an indiscriminate mass of "prettiness" and "sweetness" as the one-word woman does.

This is the most elementary aspect of the matter. It is merely a business suggestion that it pays to lay in a sufficient working capital of words to carry on daily intercourse with ease and facility, instead of making pack-horses of a few words, and forcing them into service for which they were never intended. Beyond all this lies the wide field of the English language, where the great craftsmen of literature have planted and watered and pruned until it blossoms like a meadow with beautiful words, waiting to be woven into garlands to adorn our speech. Is it not passing strange that any woman should be content with her poverty of vocabulary, when so much richness and beauty are to be had for the taking?

Dorothy Dix.

Knows Your Business.

There's one man who knows a lot about your business and doesn't charge anything for imparting his knowledge. That fellow is the user of your article. He is generally a keen observer and if you go at him right it's an easy matter to get good suggestions from him. It pays to be friendly with a user. Ask him questions. He'll know what he is talking about because he has his money invested in your article, as against your knowledge, and it's dollars to doughnuts that a man is going to keep his eye on his investment and try to learn all he can about it. Go around and see him when you have a spare ten minutes. Your interview will pay you in dividends of knowledge. The salesman who stores up more knowledge of his business in his mental warehouse than is necessary to make his quota is banking extra capital with which to buy a better position with his company.

This business is like human nature. It has a good many more twists and knots in it than show on the surface.—System.

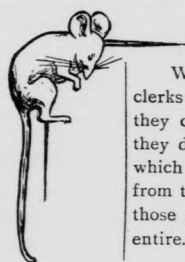
Why One Brother Remained Outside.

William E. Mason, who recently returned from a Western trip, is telling a story about two country merchants he met during his travels. The men were brothers, well along in years, and among the most prosperous citizens of their county. One of the brothers was moved not long ago to believe that he should join the church.

Neither had ever paid attention to religious affairs, but a stirring evangelist had finally aroused the elder man to feel that the church was where he belonged. He endeavored to persuade his brother to join the church with him, but whenever the subject was mentioned the brother always waived the subject and would not discuss the matter. Finally, the elder brother said one day: "John, why don't you join the church if I do?" "Well, Bill, I might as well tell you. You go ahead and join the church; but if I join it, too, who's going to weigh the wool?"—Chicago Chronicle.

A National Protects Profits

AGAINST PILFERING MICE AND CARELESS MEN



When Mr. Lensink and some of his clerks were cleaning up under the counters they came across a mouse nest in which they discovered a five and a ten dollar bill which the little fellows had abstracted from the till. Contrary to the custom of those animals the bills were still almost entire.—*Orange City (Iowa) Herald.*



The point of this odd little incident of the mice and the money is that \$15 was taken from the merchant's till without being missed. Had a National Cash Register been in use in the store, the money would have been missed at once.

Jos. Hyink Bernard J. Hyink
Jos. Hyink & Son
 General Merchandise

ALTON, IOWA, Oct. 22, 1904.
 N. C. R. Co., Dayton, Ohio.

GENTLEMEN: We enclose a clipping taken from the Hull correspondence of the Orange City (Iowa) Herald—one of our local papers. It is the story of a mouse and an open cash-drawer in which you probably will be interested.

It occurs to us to wonder, if the firm in this case missed the money, which of its clerks was blamed for the loss. If a National had been on guard the bills would not have been lost, of course, but even if they were lost no clerk would have been unjustly suspected. If the merchants did not miss the bills the mice borrowed, they certainly were in need of a National to protect their cash.

Such things as this can't happen to us. We use a National Cash Register. It is mouse-proof and gives absolute protection to our clerks. We would not be without it. The good it has done for us would fill many pages if we tried to write it. You may use this letter as you wish.

Yours truly,
 JOS. HYINK & SON.

A NATIONAL IS INDISPENSABLE

In every retail store
 because it detects
 and prevents losses.

National
Cash Register Co.
 Dayton, Ohio

Cut out this coupon and
 mail to us today

NATIONAL
 CASH REGISTER
 COMPANY
 DAYTON, OHIO

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

This does not obligate me
 to buy.

 Name

 Address

 No. Clerks

MICHIGAN TRADESMAN.



Observations of a Gotham Egg Man.

We have now reached that ragged edge of the egg market when the possibilities as to values are unusually great in both directions. At this season of the year the hens in practically all sections of the country have completed the moulting process and, clothed in their new winter costumes, stand ready to resume laying eggs whenever coaxed by even moderately mild temperatures, a little genial sunshine and bare ground enough to invite them from their winter shelter. And, besides the older fowls, the young pullets have reached an egg laying maturity, so that from now onward the character of the weather may be considered the sole controller of production.

But we are in midwinter—and, naturally, more or less liable to weather conditions which, by their severity, may defer indefinitely the beginning of any large egg production. As to this the chances vary greatly in different parts of the country; in the Central and Northerly Western sections there is very small probability of any important egg yield during the winter months; but many of our most important egg producing sections lie well to the southward, and in these the chances of a fairly liberal production in late December and January are favorable. The Ohio valley may be considered to stand about an even chance of an increased egg yield in January while points south of that and the important egg sections in the Southwest, west of the Mississippi, are more likely than not to show a material increase in egg yield after the turn of the year. The effect of such an increase upon the course of values depends, of course, upon its extent—the amount of surplus for Northern and Eastern markets—the amount of reserve stock held in refrigerators, and the relative state of consumptive demand. It is a season when the most important factors in the situation are beyond any reasonable basis of forecast, and when no data are obtainable upon which to base an intelligent opinion as to the course of values for more than a few days in advance; indeed, even this is risky because of the extremely sensitive condition of the markets and their liability to change in tone with every important change of weather in producing sections.

Up to this time the weather conditions in the South and Southwest have not, in the main, been unfavorable to egg production and there has evidently been some increase in the lay in those sections. There has, as yet, been but little increase in the actual shipments to Northern and Eastern markets, but markets in those sections have received a larger local supply, have drawn less held stock from the North and, in some sections, have had a little more sur-

plus of shipment. The fact that this tendency toward larger surplus would be speedily increased by a continuance of similar conditions in those sections has been responsible for the break in values that occurred recently. There is still a very liberal stock of storage eggs to be moved, upon which expenses will be somewhat increased after the turn of the year, and it is quite natural that the first symptoms of larger fresh supplies, even although it might take a couple of weeks to realize them in Northern and Eastern markets, should increase the pressure to sell and cause a slower wholesale trading by depriving the markets of all speculative support except on a lower level of values.

There is also a tendency under these conditions, on the part of some operators, to take advantage of the lack of speculative support to force prices below the point of average chances for speculative purposes; but this element, I believe, is less than it is commonly thought to be (until prices fall to a considerably lower level than now) because of the great uncertainty of the chances for recovery.

Usually, under conditions such as lately experienced, when prices break from the highest point through signs of increased production, the first speculative support comes from shippers of current collections who would lose money by sales at current prices and who, in some cases, can not realize the legitimacy of the decline. Some are disposed to judge the probable course of the market by conditions local to themselves, and without sufficient consideration of the conditions in distant places. Of course the great uncertainties of the future give them a chance to come out ahead, but they almost invariably set their speculative limit at a higher point than do the dealers in distributing markets who are closer in touch with the whole producing territory. This is, perhaps, natural because the acceptance of a lowered price means to them a present loss, while to the dealer it is simply a question of staying out of a speculative deal. Nevertheless it is just as much a speculative operation for an owner of goods, shipped to a distributing market, to place a limit on them as to buy goods in that market; the chances of further loss or gain are the same and should be considered on the same basis. And if the weight of chance seems to justify a decline it would seem more in the interests of shippers to let the goods go—to let the market settle to a safe point, even at the expense of some immediate loss, in order to get the cost of stock coming in at country points down to a safer level as quickly as possible.—N. Y. Produce Review.

J. W. Palmer, Treasurer Jackson Grocery Co., Jackson: Please enter my order for the Tradesman two years in advance. Your paper is a good thing to have around—for the jobber as well as the retailer.

W. C. Rea

A. J. Witzig

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CAN OR BULK

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FANCY FRESH-CHURNED BUTTER

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

WASHINGTON BUTTER AND EGG CO.

GRAND RAPIDS, MICH.

Butter

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

E. F. DUDLEY, Owosso, Mich.



Effect of Storage Facilities on Poultry and Egg Market.

St. Louis, Mo., Dec. 28—The extent and growth of our business are little understood by the general public. I warrant you that few people have stopped to think how, in the past few years, the cold storage business has made a uniformly high price for eggs. We all can remember how in the spring time, when the hens are at their best and eggs are plentiful, we could buy all we wanted for 10 cents a dozen. Now the price is higher at that period than at any season of the year for packing purposes, it being well understood by refrigerator folks that the "first lay" is worth at least half a cent more a dozen than later eggs. Experiments and scientific investigation show that the April eggs can be kept in cold storage for three months, and come out, to all intents and purposes, as fresh and palatable and healthful as the fresh laid eggs with which they compete.

Few people ever stop to think what an important industry the poultry and egg business has proven to be. In the year just closing Missouri has produced 40,000,000 dozen eggs, with a value which exceeds any other crop, and is equal to five or six other crops, which are much exploited, all combined. If the growth of the egg business in Missouri continues it will be but a few years until Missouri's hens will offer up a product equal in value to Missouri's mines. The high prices which the warehouse and cold storage people have created in the last ten years are a direct benefit to the Missouri housewife, for it is well known that on every well regulated farm it is usually the housewife who cares for the chickens and eggs, and who gets the returns from them. In the association which met here warehouses are represented which hold, or did hold on the first day of this month, no less than 758,000 cases of eggs, each of which contained thirty dozen, and they had a value of \$4,000,000. In recent years, when a man went to a bank and tried to raise a few thousand dollars on eggs he held he would be laughed at.

What has been done with eggs has also been brought about with many other products, chief among which is celery. Through cold-storage processes, celery has developed from a delicacy into a common relish, procurable all the year around. In St.

Louis the people consume about 2,000,000 pounds of butter each month, and yet they have no idea what an important factor in producing that supply the cold storage concerns are. Although we have a few cheese manufactories in Missouri, it is a natural center for the distribution of that product and no doubt the future will witness a wonderful development along this line. The Southern States are the ones which demand cheese, and St. Louis is the natural market from which it should be forwarded. Just now the Eastern States give a great demand for our eggs and poultry and increase the importance of the city as a shipping point, and eventually the cheese demand of the South will do the same thing. T. S. McPheeters.

Advantages of Crossing Wild and Domestic Turkeys.

Every fall a few wild turkeys are put on the market. The experiment has been made of breeding and keeping the wild turkey in confinement, and it has succeeded so well that the farmer who can procure the turkeys should do so. The turkeys of either sex crossed with the Bronze give a cross nearly and sometimes quite as large as the pure Bronze, and the wild blood gives the progeny of such a cross a vigor unknown with the tame birds. The bird from such a cross also has a superior flavor and in some markets commands a higher price because of the gamey taste. It is true that the older the turkeys grow the wilder they grow, but this disadvantage is more than counterbalanced by the benefit of the infusion of wild blood. The Rhode Island Experiment Station speaks as follows of wild turkey crosses: "Where wild birds are plenty, crosses between wild and domesticated birds frequently occur without design on the part of the owner of the latter. Scores of cases are recorded where a wild gobbler from the woods has taken possession of a flock of common turkeys sometimes after first battling with and killing the domestic gobbler. The results of such a cross in almost every case have been so satisfactory that such matings are much desired by turkey raisers in those sections, and young wild birds are caught for this purpose and brought up with common young turkeys. Very often nests of wild turkey eggs are found in the woods and hatched on the farm. When raised from the egg they become more gentle and fearless than the domestic turkey, but if chased or frightened they recover their wild habits very quickly. Wild turkey crosses are hardier and healthier than common turkeys and rarely have disease."

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

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

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STRAIGHT CARS

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IGNORANCE A HANDICAP.

Hard Fight for Success in a Strange Country.

The young native born American of to-day thinks his chances of success are mighty few. There is so much overcrowding in the present day, so much competition now, that the young person of this country is sure the one who is going to win success must be one of the few in a thousand whom fortune favors.

Every day I hear young Americans complaining that their opportunities are not such as they might desire. These young people, for there are both young men and women in their number, should pause and think before they utter such pessimisms. You, Young America, with your common school, or better, education; you, with your complete knowledge of the language and customs of the land, and with the perfect confidence which comes to a man only in his native country, how would you like to be set down in this land, ignorant of the language or the people in it, with only a few dollars capital and with practically no education, and try to win success out of it?

This puts the matter in an altogether different light, doesn't it? Yet this is just the predicament in which each year sees hundreds of young foreigners who have left the Old World to partake of the riches so abundant in the New, and this was just my condition fifteen years ago this fall.

Now I have a business which yields me an income annually of more than I ever dreamed earning in a lifetime in Italy, and I am quite sure that the young Americans are the favored ones of the earth when the chances for success are summed up.

Back in Italy a strong man may, if he is skilled at some particularly onerous form of labor, earn a dollar a day. The men who unload fruit at the steamship docks earn this amount. They work sixteen hours at a stretch, and their work is so hard the average man could no more do it than fly. The average workman earns considerably less than the average messenger boy running the streets of a city. But such comparison is inadequate. The point is that a man has a hard time earning money enough to live on in the Old World, and a mighty poor living it is at that.

Success as it is known here, the acquisition of great wealth and power, the rising from the depths to a position of worth and honor, is unknown. Accident of birth is everything. The man who is born lowly will stay there for the remainder of his days—usually. Hope of bettering their conditions the under classes are absolutely without, and the joyousness of the care free existence of the peasant is mostly a myth.

Is it any wonder, then, that hundreds and thousands of young people and old save and scrape in order to secure the third class ticket that takes them to the land of promise? Is it

any wonder the foreign colonies of the great American cities grow by leaps and bounds when it is known that a man may earn there as much in a day as he could at home in a week? And also that it is possible with industry and saving to eventually own your own business, to be a merchant yourself? The name "America," spoken in the poorer countries of the Old World, means only wealth and comfort immeasurable.

That is why I came to Chicago. I had \$12 in good United States money when the train from New York dumped a motley crowd of immigrants from all the countries of Southern Europe at the old Twelfth street depot. Clark street in those days was not what it is now, the home of the Italians of Chicago. Then the nature of the street was such that the wisdom of the immigration agency under whose charge we were was such as to provide us with a guide and protector, that we might get over to the west side in safety.

On the west side we found lodgings and people who could speak our own tongue. Also we found a man who was looking for men to work on a new railroad. The work was in Southern Iowa. The man offered the able bodied men among us free transportation to the work and back again if we wished to return and \$1.25 a day as long as the work lasted. My head fairly swam when I heard this. The wonderful promises of the fair land were then all true. It was no myth that a man might earn \$1.50 a day if he grew proficient in his labor! Here was fortune coming direct to my hand at the beginning.

I spent thirty days working on the railroad. There were 300 men on the work, which was grade work for the most part. We lived in cars near the scene of our labors. They were old freight cars fitted with double bunks at each end. In the center was a space wherein were fixed a stove and a table. Sixteen men lived in each car. The cooking was attended to by ourselves, there generally being one man of the sixteen who, through sickness or injury was unable to work and who cared for our home.

Provisions were bought by us from the store which the construction company had set up in a car, so we "boarded ourselves." The average cost of living was 15 cents a day. This left a clear profit on the day's work of \$1.10. Thirty days at this pay is \$33! I had never in my life, except on the occasion of buying the ticket to America, had so much money at one time. And this money had been earned in one month, and it was all my own; there were no taxes or fees to come out of it.

I sewed all save \$2 of it in the inside of my coat when I was paid. Soon afterward, the winter setting in, we were sent back to Chicago. I went to sleep in the car that bore us back to the city without taking care to see that my coat was closely buttoned. I did not look nor feel, when I awoke, to discover whether my fortune was still intact until I

was at my lodging house on the west side. Then I looked—and my coat was as empty as it had been before I went to work. I had been robbed.

I was alone in Chicago with \$2 in my pocket. I knew no other language save Italian. I had absolutely no knowledge of the usages or customs of the country. I had not a friend to whom to look for aid. All the people of the foreign quarter were poor, many of them poorer than I. Even so, their condition was immeasurably better than it had been in the Old Country, but they were unable to help me in the least. Of course, there was the consulate—but the consul was already burdened with the tales of woe of several hundred unfortunates besides myself. Work there was little of in Chicago that year. Even had there been I would not have known where to look for it nor even how to ask for the same if I had found it.

I knew what want was that winter. The people with whom I lived were poor. The man was out of work, and oftentimes the rooms which made up their home were cold and empty of food. And I was as unfortunate and woebegone as they. We were altogether as miserable as the submerged can ever be.

The work which I was forced to do that winter to eke out an existence was as hard and degrading as any work can be, and yielded me less than had been my earnings in the Old Country. I tried to secure work as a street laborer, but the snowfall

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in Chicago was extremely light that winter. I secured work for a few days, but that was practically all the regular employment which came to my lot. I tried unceasingly for work. My lack of knowledge of the language was a drawback, and I never found it.

I finally secured employment with a fellow of my own nationality, who had a small coal and wood yard on the west side. My duties were to split big slabs into pieces suitable for kindling wood, to deliver coal and wood in baskets on a long cart, and to sleep in the office and see that no one came and stole. For this I was paid \$4 a week, and \$4 a week was more than enough for me to live on. It was even enough to allow me to lay by \$2 each week.

Of course, to do this it was necessary to exercise the limit of economy. I had to deny myself all the luxuries and many of the necessities of life. To better economize, I boarded myself.

The \$4 of salary was not all my employer gave me. He gave me instructions each day in the language of the country, and loaned me a book, half of which was printed in Italian and half in English. With this book I spent my evenings. Even then I knew that in this country there was no chance for the man who is not educated. The reader will smile when I mention education and the Italian-English language book in the same paragraph, but at that time even a hint of what words meant was education to me.

I worked from daylight to dark in the coal and wood yard. Then, because the boss refused to allow me to burn his gas, I would draw forth a little kerosene lamp and, by its dim light, decipher the letters of my book. By spring I was able to sell coal and wood, count money and enquire the location of streets. I surprised my employer by my aptness in learning. When it came the time that he was forced to dispense with my services he gave me some advice. I was about to seek employment similar to that which I had had on my arrival, with the railroad.

But from him I learned that the traditional way for my countrymen to make much money was to stay in town during the summer and push a cart. The reader, of course, knew this was coming. No Italian ever won success otherwise—in general opinion. But this was the way, in which I first got my start. At first during that spring, before fruit was cheap and plentiful, I helped a countryman who owned a hand organ to make his rounds. I pulled in the shafts like a horse and turned the crank when we stopped. He wandered in and out with his monkey, for the monkey and the organ grinder were inseparable in those days, and collected the coins.

Then I went into the fruit business via the banana push cart. The public wonders how it is that so many of my countrymen go into this line. I answer by saying that the tradition is firmly established. It is easy

to enter when the road has been blazed.

I rented a cart when I went into it. Most peddlers do. I paid 50 cents a day for my cart. My stock I bought from the man who owned the cart. He was old and decrepit and made a business of setting up aspiring countrymen in this line.

What are the profits of the fruit peddler in Chicago? Well, my profits were about 10 cents after I had paid for my cart the first day. But it was my own fault. I had sold my bananas for 5 cents a dozen all the way through when I should have divided them into two classes and charged 10 cents for the better ones. Also I had apparently made many mistakes in making change. The money was wrong. But I was really proud of myself. I was in business for myself, and this was something.

I found, however, that this was not so much. I did not make as much money peddling bananas that summer as I would had I worked on the railroad. Twice or three times I lost my entire stock through theft. The west side, where I then lived, was infested with several gangs of toughs whose especial victims were the newly arrived of the foreign quarters. It was these who broke into my room on two occasions and made away with my entire stock right before my eyes. Besides this in the district which I made mine with the cart there were hundreds of small boys who delighted in robbing the carts of the "guineas." The life of the banana peddler in Chicago then was far from being all joy and profit. Little wonder that after these thefts I literally slept on my stock.

What I missed making in money that summer I more than made up in experience. I might have been discouraged, but I was not, for I saw the opportunities that were open to all here. I made \$50 clear profit that summer and was hopeful.

In the winter I learned for the first time what an absolute power the alderman is in the New World. To him I went with friends to introduce me. To him my friends imparted the information that I was to take out my naturalization papers in the spring and that I lived in the ward governed by the alderman. Ah, the power of that alderman! Through mysterious words which he wrote to certain men whose offices were in the city hall I was enabled to secure work in the streets that winter. For Christmas he gave each of the families in his ward a turkey. He was a great man!

I saved much money that winter. I worked in the day and I studied at night. I spent nothing except what was necessary to living. I will admit that I took away from the community without putting anything back. I was ambitious.

In the spring I started out with a cart again. But it was my cart now, and I knew more about everything concerned with my business. I earned sometimes as much as \$5 a day. Perhaps my average profit for the summer was \$1.50 daily. There were

days when I could not be out, so if each day was to be counted it was less than \$1. But I lost nothing through thieves or in any other way. I had \$100 when it grew too cold for peddling.

The alderman came to me. "Do you want to make some money this winter again?" he asked. "I'll get you on the street pay roll if you say so." But I had another idea. I imparted this to him. "Set up a stand?" he repeated. "Sure. I'll get you a permit, right away." And here begins the beginning of the end of the tale of an immigrant's fight for success in the New Country.

Not that the fight was over with the acquisition of the stand. There were years more of it, but the stand was the beginning of the business of which I am the head to-day. It cost me \$10 for a permit, \$10 for a stand and \$10 for my first stock of fruit. As I was on a street which led directly to a depot I was favored with a good trade from the beginning. I saw the possibilities that lay in the stand and ultimately a store and I resolved to be unsparing of myself in making the most of my chance.

The reader will scarcely believe the regime which I underwent for two years after establishing the stand. It was practically necessary that my stand should be open always. There were pedestrians passing to the trains at all hours of the day and night, and by closing even at so late an hour as 12 o'clock I would have lost a choice lot of trade.



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Our Lion Brand Pure Spices

**They are trade producers and will make
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Prices and samples
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WOOLSON SPICE CO.
TOLEDO

The problem was simple: the stand must be kept open. There was no one whom I knew well enough to trust with my business even for a few hours each night. So I stayed with it myself, day and night.

The children of the people with whom I had lived brought me my meals. Such sleep as I had was snatched sitting before my place of business. Time and again in the long nights I would doze off to dream of my old home, or of the vision of myself winning wealth, owning a big fruit store, and—yes, even sitting in the chair of the great alderman. Then I would be rudely awakened by a customer who wished to buy 5 cents' worth of fruit, and as soon as he had passed I would nod and doze again. If I secured one hour of sleep without interruption I was fortunate, and it was for only five or six hours of the night that the lack of business and traffic in the streets permitted me to even doze thus.

Perhaps success is not worth such sacrifice and suffering? Let me say here that I lived so for two years, and now, when I have acquired what I sought, I look back and am not sorry. Success is worth everything, and it is never to be attained without some sacrifice.

I came here as a miserable one of the under world. I was ignorant, perhaps even brutal. I was indigent. Now I am fairly wealthy. My education is not much, but it is such as to enable me to comprehend the aims and hopes of my adopted country and to follow and appreciate intelligently the issues of the day. My wife (I married the daughter of the people with whom I first lived as soon as the stand grew into a paying store) is the mistress of a good home, and our children attend the public schools. I pay taxes and obey the law. Surely these are things which work for a man in a claim for good citizenship.

What would I be now if I had not striven and even suffered doggedly for years? What would I be now if I had not been possessed of the ambition which forced me to stint and save miserably?

The answer is to be easily seen in the great number of aged and middle aged foreigners who are still doing manual labor, and who later in life have little to look forward to except support at the hands of the State.

Success when it comes soothes bountifully all the wounds that may have been suffered in its pursuit.

Increasing Egg Production.

By careful breeding and selection through a series of years the Maine Agricultural College has produced a strain of hens that lay over two hundred eggs a year. The record hen laid 251 eggs within the past twelve months. The average American hen lays about eighty eggs per annum, so the Maine hens lay more than double the average per capita production. There was no corresponding increase in food cost.

Good Words Unsolicited.

Geo. W. Goshorn, dealer in fruits and vegetables, Saugatuck: We have read the Tradesman a good many years and don't want to be without it.

H. O. Raiche, Manager Grand Union Tea Co., Lansing: Enclosed find one dollar, for which send me your magazine for one year. Have read the Michigan Tradesman over carefully and find it to be helpful and instructive throughout for any business man.

H. S. Phillips, Manager Crystal Pharmacy, Crystal: I find it of no use to try to get along without the Tradesman. It is as indispensable as the U. S. Pharmacopoeia is to the druggist. Long may it wave.

E. D. Hamilton, dealer in groceries, glassware and fruits, Ithaca: I must have the best.

C. F. Bollacker, shoe dealer, Reed City: Enclosed please find check for \$5 to pay for five years' subscription for the best trade paper I know of in this world.

Mrs. A. Mulder & Sons, dealers in flour, feed, dry goods and groceries, Spring Lake: Enclosed find our check for \$3, in payment for three years' subscription to the Michigan Tradesman from the time our present subscription expires. This will finish out our twenty-five years' subscription to the Tradesman.

J. S. Royce, grocer, Ypsilanti: Please find check for \$5, for which give me credit. We look for the Tradesman every week as we do our dinner. Can't do without it.

Cornwell Beef Co., Sault Ste. Marie: We find your paper full of useful information and a great help in our business.

Alperne Bros., proprietors of the Cash Store, Atlanta: We find your publication a most profitable one in every respect.

W. P. Manning, shoe dealer, Holland: Can not do business without the Tradesman.

Coyne Brothers, general commission merchants, Chicago: We are pleased to be among your number of readers and value your journal very much, as we have stated on many former occasions.

Geo. L. Brimmer, dealer in general merchandise, Marilla: Am always on the watch for the Tradesman, as it is the only paper I take time to read thoroughly.

Chas. H. Bostick, druggist, Mantion: I have taken your journal so long that to drop it would be like losing an old friend.

Furber & Kidder, bankers, Hopkins Station: We are not in trade now, but have read and valued your paper so long that we should miss it.

Merrill's Cash Grocery, Grand Rapids: Can not get along without the Tradesman.

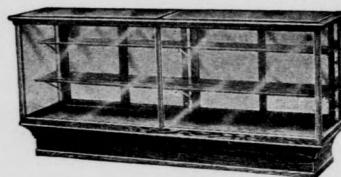
W. G. Wolverton, general dealer, Sheridan: Enclosed find \$5 to apply on subscription for the Michigan

Tradesman. I consider this a good investment at this time. I have taken the Tradesman a number of years and would consider the price of \$2 per year but equal to its value. I expect and hope to need it for five years more at least.

Davis & Co., grocers, Ypsilanti: We look on your paper as a reliable source of valuable information. With best wishes for it and yourself for 1905 and thereafter.

Geo. D. Bills & Co., commission wholesalers, Chicago: As we consider your Tradesman worth more than \$1 per year, this is a good deal like taking money away from a defenseless man.

J. A. Hoedemaker, pharmacist, San Diego, Calif.: Enclosed find \$2, for which please send me the Tradesman for two years more. I find, in order to thoroughly round out an existence amid fruit and flowers, your paper is a necessity; and that even a California climate is incomplete without the weekly visit of the Tradesman.



High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

Are what we offer you at prices no higher than you would have to pay for inferior work. You take no chances on our line. Write us.

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.

IT WILL BE YOUR BEST CUSTOMERS,

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

HAND SAPOLIO

Always supply it and you
will keep their good will.

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

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

Energy Builds Future for the Grocer's Clerk.

The running of a grocery appears to the outsider to be a simple task, but one trial at the business convinces to the contrary. The business requires, first of all, good management, and to back that, hard, consistent work. A boy starting as a grocery clerk has a hard boat to row, but there is a future in it if he has the energy to stick.

The wages depend upon the experience, and range from \$5 a week to \$1,000 a year. An inexperienced boy must start at from \$5 to \$6 and work at that rate until he has acquired a fair knowledge of the business. After the start is made the future depends upon the individual. A hard worker of ordinary intelligence, with the desire to rise, can be a success, and has a well paved road to a "brown stone front."

Many boys expecting to make the grocery business their life work have the belief that to be successful it is necessary to get a start with a big firm and to have a pull. Of course, a pull is a factor in any business at the beginning, but it is totally unnecessary and useless to the beginner who is calculating on the ultimate accomplishment. The place to begin has nothing to do with the end, as the effort of the individual will shape its own course, and may lead from a small corner grocery to a responsible position in a big downtown concern.

In the grocery business a man must put forth his utmost effort at all times if he is to be a success. He must learn all of the "tricks of the trade" and apply them as he goes. The man who can master the details with the greatest rapidity will be the one who receives the first advance, and to reach the top he will only find it necessary to keep the pace. To do this it requires only hard work and ordinary intelligence. Application is the main requirement. It is the man who works with a will that meets success—the man who works for the love of the work that is the type that eventually places his hand upon the top round.

"The best type of clerk that we take on," said a leading grocer, "is the man who has been a bound apprentice of the kind once found in this country, but now only seen in British cities. We have taken on a number of them, and find they have a far better knowledge of the business than have the Americans of the same years' experience. They are bound out by their parents for four years, and work for their board, room and clothes. A few of those men come over here, and they display a fine ability to progress. I hired a man this week who just arrived from London. He had 'served his time' in Scotland, remained with his first employer for a year, and then went to London, where he rapidly went to the front. I expect him to get on here much more rapidly than the average local clerks who learn their trade on full wages."

The type of clerk found in the department stores is usually indifferent

being more anxious to progress with his firm than in the grocery business. The big department stores sell by their price rather than by their clerks. They set a certain price on each article and put it out, and if it sells it meets their wishes. If it does not, it may be reduced the next day and the process repeated. The clerk needs neither knowledge of the business, nor experience as a general rule.

The corner grocery type is subject to the same conditions as the big exclusive store type. He may, and usually does, fall into the rut of habit, and remains throughout his life on the same corner. He, however, has the same chances that are open in the exclusive store. He has the chance for expansion, and expansion is the result of well directed energy. The man in this class meets the greatest breadth of work in that he is the "whole thing." He is buyer, seller, deliverer, book-keeper, and usually sweeper-out. This is an advantage only in that it reduces the monotony to some extent, but the general knowledge gained is not sufficient to give him any superiority over the exclusive store clerk.

Among all grocery clerks the one who does only delivering is the one who has the easiest time. He is exposed to the weather, but he soon becomes used to that. He has lifting to do, but the back develops rapidly and there is no lifting in delivering that does not become easy after a few weeks' experience. The way in which clerks show their energy is by doing more than their share, more than is allotted to them, but the deliverer can not do this, for he can only deliver what is put on his wagon. He can easily come out behind, but never ahead. In that way he is handicapped—a chance is taken away from him.

In whatever light the grocery clerk may be considered, he has a chance to rise. In the big, exclusive store the clerk has the chance to rise along the natural line, through all of the various grades, heads of departments,

to managership or ownership. All it requires is energy and perseverance. In the department store the grocery clerk has not so great a chance in the grocery line, but a greater chance in a general business line. He, too, has the full ladder to ascend, and it requires the same elements that are required in the exclusive store.

R. L. Means.

Making a life is greater than making a living.

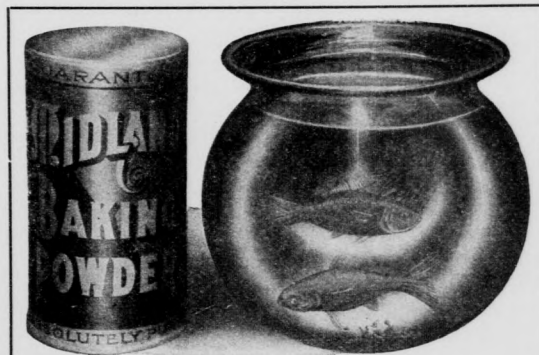
Columbus—A receiver has been appointed for the Columbus Pottery Co.

East Liverpool—A receiver has been appointed for A. G. Hoffman, jeweler.

Ramsey—A petition in bankruptcy has been filed by the creditors of the Jefferson Supply Co., who conduct a general store.

It's no use bragging of your ancestors unless they would feel like returning the compliment.

A Bowl of Gold Fish Free



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

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

MAKE BIG MONEY

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

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

Midland Manufacturing Company, 1207 Adams St., Toledo, Ohio

Manufacturers Midland Baking Powder,
Importers Gold Fish and Cage Birds and Dealers in Requisite Supplies.

YOU CAN'T FOOL A BEE



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

Karo CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.

IDEAL CUP OF COFFEE.

Best Method of Making the Beverage.

Realizing that coffee is the beverage of the great majority of people, both rich and poor, and that its quality and its influence upon the human system depend to a great extent upon its mode of preparation, the Agricultural Department has decided to devote much time in the coming winter to ascertaining the best method to produce an ideal cup of coffee. A chemical expert who has made the subject of coffee growing and making a special study, will be employed for the purpose.

It is the contention of the Department that the production of a cup of good coffee depends more upon the way it is made than upon the grade of coffee bean employed. Not only will all the known methods of coffee making be employed in the experiments, but scientific measures will be used to determine with the utmost exactness the effects produced upon the coffee bean from the time it leaves the plantation, through the process of roasting and grinding, and lastly, in the brewing of the beverage. What promises to be a most interesting feature of the experiments will be the testing of the method employed in the western part of Sumatra of using the leaves of the coffee plant instead of the berries. The method in vogue in Cuba of making coffee by cold water infusion, although supposed to eliminate the undesirable tannic element, has been found by the Department expert to contribute in reality little or nothing to that effect. The process employed by the celebrated coffee makers of Paris, Vienna and Constantinople will be used insofar as they are known. It is a recognized fact, however, that some of these adepts possess secret methods which they will not disclose, as, for instance, the famous Egyptian coffee maker of the King of England.

Like everything else, coffee has a history, and if the accounts concerning it which originate from the Orient are trustworthy, it has an ancient as well as interesting, although somewhat checkered, career. The legend runs that coffee was found growing wild in Arabia by Hadji Omar, a dervish, 617 years ago. He was dying of hunger in the desert, when, finding some small, round berries, he tried to eat them, but they were bitter. After roasting them, he finally steeped them in some water held in the hollow of his hand, finding the decoction as refreshing as if he had partaken of solid food. He hurried back to Mocha, whence he had been banished, and, inviting the wise men to partake of his discovery, they were so well pleased with it that they proclaimed him a saint. In the Bibliothèque Nationale, Paris, there is a manuscript (near the end of the sixteenth century), written by an Arab, Abdelcader, who declares that coffee was drunk for the first time in Arabia in the middle of the fifteenth century. Others think that certain Persian writings imply that coffee was used in Persia as early as the

ninth century; but most authors dispute these texts. It is commonly supposed that the use of coffee in its earliest home, Abyssinia, and in its second home, Arabia, is only five to six centuries old. A legend says that the angel Gabriel once, when Mahomet was ill, brought him a cup of coffee. Another legend says that a Mahometan monk discovered that his goats became very lively and full of fun after they had eaten the fruit of the coffee tree. This observation caused him to make the first cup of coffee. His dervishes enjoyed the coffee, and ever afterward drank it at night to produce wakefulness when they kept vigils. Cautious historians laugh at these traditions and prefer to stand by Abdelcader's manuscript. This writer mentions an Arab, Gemal-edin, a judge in Aden, who, while traveling to Persia, or, as the historians correct the manuscript, to Abyssinia, saw people use coffee as medicine. He used it and was cured of a sickness. Later, becoming a monk, he taught his brethren the use of coffee. It was, then, in Aden that coffee drinking originated. The fakirs even made coffee drinking compulsory upon their neophytes. Public coffee houses originated in Aden, and early in the history of the use of the drink. No opposition to the coffee can be found until the middle of the sixteenth century, when the Egyptian Sultan sent a new governor, Chair Bey, to Mecca. This Governor knew nothing about coffee, and was greatly enraged when he saw the dervishes in the mosque drinking coffee. He believed that which they did was contrary to the teaching of the Koran, and that they became intoxicated. He consulted two Persian physicians who were opposed to coffee. They declared it was a substitute for wine, which is prohibited by the Koran, and hence coffee drinking was a violation of Mahomet's law. To prove that coffee drinking made persons neglect religious duties they pointed to the fact that while coffee houses were multiplying, the mosques were empty. Chair Bey called a council of physicians, priests and lawyers, and, on their advice, forbade absolutely the use of coffee. The police gathered all coffee that could be found and burned it in the marketplace. Afterward, he reported to the Sultan what he had done, and received the following note in reply: "Your physicians are asses. Our lawyers and physicians in Cairo are better informed. They recommend the use of coffee, and I declare that no faithful will lose heaven because he drinks coffee." Since then coffee drinking has been unmolested and it has become a favored drink everywhere.

While the honor of introducing tea may be disputed between the English and the Dutch, that of coffee seems to remain between the English and the French. Yet an Italian intended to have occupied the place of honor. That distinguished traveler, Pietro della Valle, writing from Constantinople, in 1615, to a Roman, says that he would teach Europe in what manner the Turks took what he calls "cahue," or, as the word is written in

an Arabic and English pamphlet, printed at Oxford in 1569, on the nature of the drink, "kauhi, or coffee." It appears by Le Grand's "Vie Privée des François" that the celebrated Thevenot, in 1658, gave coffee after dinner, but it was considered as the whim of a traveler; neither the thing itself nor its appearance was inviting. But ten years afterward a Turkish ambassador at Paris made the beverage highly fashionable. The elegance of the equipage recommended it to the eye, and charmed the women; the brilliant porcelain cups, in which it was poured, the napkins fringed with gold, and the Turkish slaves on their knees presenting it to the ladies, seated on the ground on cushions, turned the heads of the Parisian dames. This elegant introduction made the exotic beverage a subject of conversation, and in 1672 an Armenian at Paris at the fair time opened a coffee house. But the custom still prevailed to sell beer and wines and to smoke and mix with indifferent company in their first imperfect coffee houses. A Florentine, one Procope, celebrated in his day as the arbiter of taste in this department, instructed by the error of the Armenian, opened a superior establishment and introduced ices. Le Grand says that this establishment holds a distinguished place in the literary history of the times. It was at the coffee house of Du Laurent that Saurin, La Motte, Danchet, Boin-din, Rousseau and others met. England claims to have had the use of the berry before even the time of

Thevenot. An English Turkish merchant brought a Greek servant to England in 1652, who, knowing how to roast and make coffee, opened a house to sell it publicly. He announced the fact by issuing handbills of the following contents: "The vertue of the coffee-drink, first publicly made and sold in England, by Pasqua Rosee, in St. Michael's Alley, Cornhill, at the sign of his own head." For about twenty years after the introduction of coffee in England there was a continued series of invectives against its adoption, both from medicinal and domestic views. Even in its native country the government discovered that the history of coffee houses was often that of the manners, the morals and the politics of a people, and the use of the Arabian berry was more than once forbidden where it grew. The same fate happened on its introduction into England. In "The Women's Petition Against Coffee," 1664, they complained that "it made men as untruthful as the deserts whence that unhappy berry is said to be brought; that the offspring of our mighty ancestors would dwindle into a succession of apes and pygmies; and on a domestic message, a husband would stop by the way to drink a couple of cups of coffee." In the reign of Charles II., 1675, a proclamation for some time shut them all up, they having become the rendezvous of the politicians of that day. Roger North has given in his "Examen" a full account of this move. In discussing it Disraeli says: "It was not done

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

without some apparent respect for the British Constitution, the court affecting not to act against law, for the judges were summoned to a consultation, when, it seems, the five who met did not agree in opinion. But a decision was contrived that the retailing of coffee and tea might be an innocent trade; but as it was said to nourish sedition, spread lies and scandalize great men, it might also be a common nuisance." A general discontent, in consequence, as North acknowledged, took place and emboldened the merchants and retailers of coffee and tea to petition, and permission was soon granted to open the houses for a certain period, under a severe admonition that the masters should prevent all scandalous papers, books and libels from being read in them and hinder every person from spreading scandalous reports against the government. Anderson says that coffee was brought into England by Nathaniel Canopus, a Cretan, who made it his common beverage at Balliol College, Oxford, in 1641. Another author claims that the first coffee house in England was kept by a Jew named Jacobs in Oxford in 1650, and that coffee trees were conveyed from Mocha to Holland in 1616, and were carried to the West Indies in 1726. Another account has it that coffee was introduced into the West Indies in 1723 by Chirac, a French physician, who gave a Norman gentleman by the name of De Clieux, a captain of infantry, on his way to Martinique, a single plant. The sea voyage was a stormy one; the vessel was driven out of her course, and drinking water became so scarce that it was distributed in rations. De Clieux, with an affection for his coffee plant, divided his portion of water with it, and succeeded in bringing it to Martinique, although weak, not in a hopeless condition. There he planted it in his garden, protected it with a fence of thorns and watched it daily until the end of the year, when he gathered two pounds of coffee, which he distributed among the inhabitants of the island, to be planted by them. From Martinique coffee trees in turn were sent to San Domingo, Guadalupe and other neighboring islands.

The Truthful German and His Wife Sell a Cow.

Written for the Tradesman.

Among my customers at one time was one whom I learned to esteem highly for his sterling qualities. He was an old gentleman, a successful farmer, a kind neighbor and respected citizen. He was a genuine Yankee; in fact, he might well have posed for a picture of Uncle Sam. He was fond of telling with inimitable drollery anecdotes which had come to his knowledge during a long life. One of these, which occurred in his own locality, is as follows:

"Uncle Billy," as he was familiarly called, was an old German. There came to his place one day a man who wished to buy a cow. Like many another farmer "Billy" had one to sell, provided a good, round price could be secured or an undesirable one be gotten rid of without

loss. The neighbor had spent considerable time looking over the herd, and had about decided which one he would prefer, when out into the yard bustled the German's wife and began a series of gesticulations and a torrent of language which, although unintelligible to the would-be purchaser, seemed like a severe scolding, to which the husband meekly submitted. When she had had her say and returned to the house the man enquired:

"Well, Uncle Billy, what was the matter with her?"

"Oh, she tells me I must not sell her cow."

"Was that all? Well, which is her cow?"

"Dot one, ofer dere."

"And is she a good cow?"

"Yaas, she good cow."

"How much milk does she give?"

"Oh, bailful, bailful; efery dime bailful."

"But she won't let you sell her?"

With an attitude of independence quite in contrast to his humility in the presence of his wife the German answered:

"She call dot her cow. Dot mine cow. I sells mine own cow if I please."

"How much will buy her?"

A larger price than had been placed on any of the others was named.

"You say she gives a pailful of milk?"

"Oh! Efery dime! Efery dime! Bailful! Bailful!"

Thinking it was the favorite cow, she was bought and driven away, leaving the German in an apparent crestfallen state as he thought of facing his irate wife. The quantity of milk from the cow was at first quite unsatisfactory, both in quantity and richness, but due allowance was made on account of excitement of taking from home to strange quarters. When the cow had become accustomed to her new surroundings there was still no improvement, and the buyer began to harbor unpleasant thoughts about "Uncle Billy." Meeting him not long after he began to free his mind after this fashion:

"Well, Billy, you lied to me about that cow."

With the greatest surprise and consternation depicted in his expressive countenance the German sturdily replied:

"Naw, I didn't told you no lie. Vhat I said?"

"Why, you said she gave a pailful of milk; every time a pailful."

"Yaw, dot's so. Efery dime bailful."

"Now, it's no such thing. She don't give half a pailful."

With a look of perfect innocence and utmost assurance of his own integrity the brief answer came:

"Oh, you bail too beeg."

Little Dears.

Ethel—Maud is very shortsighted, poor girl.

Mae—Yes, but her ailment has compensations. She can't see herself in a mirror.

It doesn't take any grit to grumble.

TRUCK BASKETS



Built for Service

Especially designed for the work of wholesalers, factories, laundries, etc., in sizes from 2 to 16 bushels.

Ask us for prices.

Manufactured by Wilcox Brothers, Cadillac, Mich.



You Lose Nothing

But will gain many good customers by putting in a stock of our celebrated

Superior Stock Food

All of your customers who are stock owners will want some stock food, and it's your duty to them and yourself to give them the best. See our prices in price current.

Superior Stock Food Co., Limited
Plainwell, Mich.

Michigan Fire and Marine Insurance Company

Detroit
Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

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You don't care to change cars every twenty miles. It's the same with a

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When you use our service, it's

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all the way, reaching the entire State, not merely a part of it. 69,000 subscribers, 1,100 offices in this State. Other States, too.

Ask about our new toll service plan.

Call the Local Manager, or address

Michigan State Telephone Company

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AN EXPLODED THEORY.

Bloodhounds of Little Use in This Day and Age.

"I see they have called out the bloodhounds again," said the man from Ohio as he flung the paper aside. "I reckon that means there's one more robber glad they have, because it isn't once in a hundred times that the dogs make good. For some reason or other, though, the old belief that they're all right won't be shaken off.

"I've never been able to figure out why they keep on trying them. According to my mind, 'Uncle Tom's Cabin' is responsible for the foolishness; maybe there's another count to be added to the indictment against the poor old play, and dear knows, crimes enough have been committed in its name as it is, let alone chalking up any more against it.

"It looks like a cinch when Eliza makes her break for the Ohio, and you hear a growl and a couple of bellows from the wings, but even if the playwright and the stage manager didn't interfere there wouldn't be any more believe in the dogs than do now. You ask any Dogberry—no pun intended—at the crossroads, and he'll tell you sure as shooting that bloodhounds are the real thing. To prove it he'll ask you if they did not use them before the war to run down slaves, and that settles it with him. If you ask him how he knows they did he'll cite 'Uncle Tom's Cabin' nine times out of ten. And it was only last summer that he 'see' the show, too.

"Now, there's no denying that they did use hounds to track runaways in ante-bellum days, although not to the extent that is generally believed, even by well-informed people. When they had them for that purpose, though, they didn't use them for anything else. They were very careful what they fed them to keep their noses clean and sharp, so that when they got on the trail of a man they could hold it. A man isn't like an animal, you know, and it's pretty definitely established that there's mighty little difference between the scent of two men. If a dog's nose gets dull you can see how easy it would be for him to go wrong.

"I don't claim to be an expert on this sort of thing, but I've watched the use of bloodhounds by the police for a good many years, and I've put in a good deal of spare time trying to figure out why it was that they seldom made good. You pick up a paper with a yarn in it about the dogs being brought out, and in a majority of cases you'll read something like this: 'The hounds were taken to the scene of the robbery, but they could not catch the scent and they were taken back to the jail, where they were kept until later in the day, when another attempt was made.'

"If you'll remember, when the hold-up took place at Portage, they tried bloodhounds. A few days later a woman was assaulted in that same country and they called them out. About a week after that a little girl was attacked up the Allegheny Val-

ley and they turned the dogs loose. Did they ever accomplish anything? Not a thing, except that the authorities fooled around with the dogs so long that they never did get any trace of the men they wanted.

"I imagine that one of the troubles around here is that they don't take the right care of the beasts. Then there's another thing—the country is so thickly settled that a dog would be coming across a regular tangle of scents everywhere he turned. That wasn't true of the country where they chased slaves, and if the trail was once found it was a good deal easier to hold it—more like tracking an animal with its own destructive scent, for instance.

"I remember, one time, out at home, they got a brace of bloodhounds out at the work house. It caused a whole lot of excitement, and we all thought we were just about as near the head of the procession as there was any need of being. My, my, but there were doings when any of the prisoners broke loose!

"For a long time after they got the dogs every man that slipped away was brought back, and every one seemed to think that it was on account of the hounds. As a matter of fact, it wasn't at all, unless people paid more attention to the escapes, because the dogs were always brought out and in that way the fugitives ran more chances of discovery.

"One of the things that hastened doing away with the dogs was an incident that happened one afternoon on the outskirts of the town. There was a little saloon there—kind of a roadhouse—and only a short distance beyond it was the workhouse. The place did a good business, but on account of its location there wouldn't be a soul around except the proprietor for hours together sometimes.

"During one of these lulls on the afternoon I'm thinking about, a young fellow dropped in for a glass of beer. He was chatting with the proprietor when the big bell at the workhouse rang, and pretty soon there was a commotion out in the road. The saloon-keeper hurried over to the door and looked out, and the young fellow asked him what the trouble was.

"'Man escaped over at the workhouse. They're getting the dogs out,' said the proprietor.

"'That so?' said the young fellow. 'Bet they don't get him.'

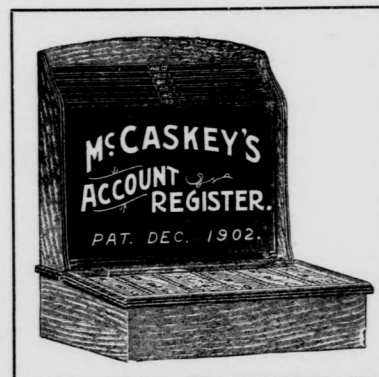
"'Why not?' demanded the other, just as the dogs and men swept past, not fifteen feet away from them.

"'Because I'm the man,' responded the young fellow, as he laid the money for the drink down on the bar and sauntered out. And what's more he won his bet, although he never collected."—Pittsburg Times.

The first step toward curing a crooked world will be to straighten your own glasses.

A man's ascent among the living counts for more than his descent from the dead.

Have You Resolved to Get Rid of Bad Debts in 1905?



You might as well try to grow fruit on a broom as to try to make money, without a good system of taking care of all your credit accounts.

The McCaskey Account Register will assist you in the collection of your accounts and at the same time, automatically weed out dishonest buyers from safe risks.

Don't Waste Your Time Posting Accounts

when they can be handled with ONLY ONE WRITING, and at the same time give your customer a copy of the account, showing the items of present purchase, and the balance brought forward, ready for settlement at any minute without making another figure.

It's simple; easy to operate; it prevents mistakes; no chance for disputes; the system is right; the register is right; and you only write it once.

The only system that will operate successfully with cash carriers. The McCaskey Register is sold on a guarantee. Write for catalogue.

The McCaskey Register Co.

Alliance, Ohio

Exclusive Manufacturers of the Celebrated "Multiplex"
Sales Pad

Large Garment Business in Prospect for 1905.

During the past four months the dry goods stores that have conducted ready-to-wear departments report the biggest business ever. One retailer in a town of fifteen to twenty thousand people devotes a floor 25x 80 to such a department, fitted with wall cases and other new and improved fixtures. He says that his sales in this department alone will exceed \$50,000. That strikes us as being pretty good business for a town of that size, but he goes one better and says he will beat that in 1905.

This seems to be the general opinion with reference to prospects in this line of goods. Many retailers that have heretofore not devoted any special space to ready-to-wear goods are seriously considering the establishing of such a department, due to the fact that such goods are fast demanding the distinction with them.

One condition which seems general and which, by the way, we are glad to see coming forward is the prominence attained by misses' garments. This has for some time been a ticklish proposition with those retailers who handled ladies' ready-to-wear goods. There seemed to be a lack of confidence existing with the retailer as to his ability to sell misses' ready-to-wear goods. This season, however, has demonstrated beyond a doubt the fact that he can sell misses' garments and at a good profit to such an extent that in the spring of 1905 misses' garments will receive almost as much attention as the ladies' goods.

With the increased demand for ready-to-wear garments we are pleased to note that there has been a larger call for the other grade garments.

Women who buy the material for a suit at a cost of \$10 to \$15, then pay a like amount to their dressmaker to have it made, are realizing more and more each day the greater amount of elegance and style given to a ready-made suit retailing at the same money. This fact has served to make them want the better grades, and with this desire has come the class of trade that is particular.

The style of the garment must not only be correct, but the linings and workmanship must be up to the standard. This condition is doubtless one of the best reasons why the retailers have kept those manufacturers busy who have a reputation for doing first-class work.

It is only fair to assume that these conditions will exist more strongly than ever in the spring of 1905, and in order to avoid any unpleasantness with your trade as regards faulty fit and workmanship we strongly advise you purchasing these lines of goods from people who make their goods right.

The very fact that many manufacturers of high grade ready-to-wear garments are adding shirt waist suits to their lines for spring is indicative of the strength of the position this garment will have for the coming spring. It is noticeable that these efforts are not along small lines, but

cover great magnitude, which can be taken as a material opinion from the manufacturer that shirt waist suits are going to be it. These garments will be seen in a variety of materials, but the general opinion that silks will be the prominent cloth for shirt waist suits is borne out by the statement from silk people that their sales of this material have been the greatest ever.

Latest advices both from Paris and the East are strong enough to assure the statement that the mutton leg sleeve has been accepted. Whether this will meet with popular favor or not is a question that all hesitate to decide. We are of the opinion, however, that for the spring of 1905 it will be good.

Summing up all the conditions of the past season, taking into consideration the amount of advance orders placed for 1905, reasoning out the important features of the present situation we expect for 1905 the best and biggest season in ready-to-wear garments that has been known since their manufacture.

Looking back over the past season's business we can not recall the name of any concern we know (and they are many) who have not been forced to turn down a goodly amount of business on account of their incapacity to fill orders.

Factories have been enlarged to meet the existing conditions, but notwithstanding this we look for a general repetition of these circumstances during 1905.—Drygoodsman.

Office Diplomacy.

In great concerns there is almost as much need for diplomacy among the workers as for organization of the business. Several hundred employees will include men of every temperament, hasty men and deliberate men, narrow-minded and liberal.

Be careful not to interfere with the other man's work. Unless you are sure you can help him and ought to help him, you are serving yourself and him a good turn by leaving his work entirely alone. If you press a suggestion and it develops poorly, the blame will come back to you. If you criticize, you may make an enemy. When something comes to you for action that belongs elsewhere, pass it along to the proper department with due courtesy. Let the responsibility go where it belongs. If it is the other man's work he has the right to handle it.

Talk little about your own work and less about the other man's, unless you can speak well of it. It will save you mental wear and keep you at peace with your fellows.

Your conscience must be a light to you, but it can not be a law to others.

A wrinkle is the dead-line that Love will not cross.

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.



The Style Foundation

You know the importance of style in women's, misses' and children's garments; it's the one thing that attracts trade.

But you don't think style is all there is to it, do you? You want something more than simply to sell a customer once. Style alone will often do that; but if the quality isn't back of it you can't keep the trade.

The "Palmer Garment" offers you the style that brings buyers and the quality that keeps them coming.

Salesmen are now showing Suits, Skirts, and Children's Garments for fall. You'll never see better goods than these.

Percival B. Palmer & Co.

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

The "Quality First" Line

Chicago



GRAND RAPIDS' GREATNESS.**The Enterprise of Manufacturers and Steadfastness of Labor.**

Consider, for a moment, the geographical location of Grand Rapids. It is by no means near the center of population of this country. It is not located on a single trunk line. It is practically at one side of the great trend of traffic and travel and does not, therefore, possess the advantages, from a traffic standpoint, enjoyed by cities like Toledo, Indianapolis, Columbus and Omaha. It is also somewhat remote from the source of timber and iron supplies. It has not the advantage of cheap coal at its very doors, like Saginaw, Terre Haute and other cities. It has never had the advantage of natural gas. It is located in a climate which has all the rigors of a Northern winter, involving a larger expenditure for fuel than at manufacturing centers nearer the torrid zone.

In the face of these difficulties the city has grown steadily from year to year until it has come to be known far and wide as the principal center of chamber furniture manufacturing in this country. Just as buyers from all over the country go to New York and Boston to purchase shoes and dry goods and carpets and clothing, so the furniture buyers from Portland, Maine, to Portland, Oregon, assemble at Grand Rapids twice a year to make their selections, because they know that Grand Rapids sets the pace in design, finish and workmanship and that anything which emanates from Grand Rapids is half sold, because of the superior reputation our products have acquired in the markets of the world.

Why are we able to achieve and maintain such supremacy? I believe it is due to the enterprise of our manufacturers and the steadfastness of our labor, handicapped as both are by conditions which do not exist in many other markets. Our manufacturers are almost wholly Americans, descended largely from New England stock and possessing, to a remarkable degree, the shrewdness and foresight and economy and perseverance peculiar to the Yankee race. Our furniture workers, as a class, are very largely steady-going, God-fearing, church-going, home-loving people, who can not be inveigled into the unions and thus become converts to the doctrine of anarchy and unrest.

Statistics prepared under the direction of the employers' organizations of this city disclose the fact that there was never a time when over one-seventh of the employes of our furniture factories were members of unions, and to this fact is due the comparative industrial peace which has prevailed in this locality, as compared with the ferment of dissatisfaction and riot which has cursed other communities where union principles prevail and the walking delegate is supreme. The existence of unions is a menace to any place, because of the insidious character of the institution. The union converts well-meaning men into sneaks and shirks—and worse. It preaches the doc-

trine of level scale, restricted output and the maiming and murder of men who refuse to bend their necks to the yoke of the walking delegate. No union man is worth as much to himself or his employer as a non-union man, because he is under oath to restrict his output to a point where there is no profit in his services and, not being a free agent, he is obliged to drop his work and subject his employer to loss and his family to deprivation and hunger to gratify the whim or caprice of the unscrupulous walking delegate in pursuance of some scheme of blackmail or graft.

A leading furniture manufacturer of this city—a man whose shrewdness and far-sightedness have given him and his family name more than a national reputation—long ago placed himself on record with the statement that if the furniture industry of Grand Rapids ever reached a point where it was dominated by the union, the industry would be doomed and the growth of the city would be effectually checked. Happily, that condition is likely never to confront us, because of the uncompromising attitude of the Christian Reformed church on the subject of secret societies and the interdict it imposes on its members taking the oath which every applicant has to register who joins the union. The Biblical injunction, "Swear not at all," is an effectual barrier between the workman and the union, insuring industrial peace for Grand Rapids and continued prosperity for the manufacturer and worker alike.

I have undertaken to describe conditions as they actually exist in this community that you may form a conclusion as to some of the difficulties which confront the Board of Trade and others in the work of increasing the number of manufacturing institutions in the city. We are unable to hold out the inducement of low freight rates and advantageous connections with the remainder of the world. We can not promise cheap fuel. We can not always hold out the inducement of cheap raw material. All we have to offer are the advantages of a beautiful city, well watered and well sewered, with a low death rate, with cheap homes for workingmen and excellent transportation facilities to reach those homes. Better than all, and more encouraging to the manufacturer, is the fact that very few industries in Grand Rapids are dominated by unions; that we have had few strikes and that those few have nearly always resulted in the defeat of the walking delegate and the complete annihilation of the union under whose auspices the strike has been fomented and maintained.

There are 700 manufacturing enterprises in Chicago to-day which are determined to remove from that city in order to secure immunity from the walking delegate, and if we could say to those manufacturers, "We have no trades unions in Grand Rapids," we could get a hundred new factories located here within a year, thus adding at least 10,000 to our working population and 50,000 to our census

enumeration. This, of course, is out of the question, because some of the least intelligent of our workers have, unfortunately for themselves and the good name and fame of the city, listened to the siren voice of the business agent and joined hands with the forces of unionism and disorder.

In the course of his annual report to the Grand Rapids Board of Trade Mr. Lewis T. Wilmarth, Chairman of the Industrial Committee, stated:

"As an illustration of what we have had to contend with, a Chicago manufacturer stated to Mr. Van Asmus when in that city: 'Our plant here represents an investment of \$120,000. We will abandon this plant and move our business to Grand Rapids, we won't ask for a bonus or for any subscription to our stock, we won't ask for a thing, if your Board will give us a guarantee over the signatures of your President and Secretary that for five years we will be protected against labor troubles.'"

During the two years I served as Chairman of the Industrial Committee of the Board of Trade we assisted in locating several new manufacturing enterprises here. In no case was the adventurer or promoter given any consideration. We said to any man who had a good device or an established business, "If you will bring into the community as much money in cold cash as you ask us to contribute we will undertake to meet your requirements." In no case did we take up a financial freak or a patent right crank and furnish him money with which to experiment at our expense. In all cases the men who came here brought with them as much and more money than we contributed, and I am happy to say that this policy has nearly always prevailed in the work of securing new manufacturing enterprises for the city.

When it becomes known to the Industrial Committee that some manufacturing institution is seeking a new location or some men of means are looking for an opening to engage in the manufacturing business the Committee undertake to look up the antecedents and record and business standing of the partners or stockholders as carefully as a banking institution scrutinizes the record of its prospective customers. No possible source of information is ignored, and if the parties and their prospective business pass muster the proposition is referred to a sub-committee, which either goes to the town where the gentlemen are located or takes up the matter by correspondence with a view to securing a personal interview. If the interview is satisfactory the matter is referred to the Industrial Committee, and if this Committee approves of the proposition and sanctions the action of the sub-committee, an energetic canvass is immediately instituted to secure the necessary funds in the way of subscriptions to the capital stock to insure the addition to the city's industries. The careful scrutiny given all newcomers from the time the application is received until it is finally consummated insures not only a

prosperous business but, as a rule, the addition of good citizens, because in weighing the newcomers in the balance the character and standing of the men are considered quite as much as the actual capital they are able to bring into the community.

It is not a matter of the number of men employed so much as the character of the men. A man who can earn \$3 a day is, generally speaking, worth five times as much to the community as the man who can earn only \$1 a day, because he has a surplus beyond the actual cost of living which he can use in the education of his family, the purchase of a home and the acquirement of comfortable home surroundings. Furthermore, the man who earns \$3 a day is likely to be more intelligent than his brother in the \$1 class. He is less likely to listen to the seductive talk of the walking delegate. He is more likely to meet his employer on an even basis and conduct negotiations personally with his employer, as all employes should and must do to secure the best results. The moment a man places his future and his happiness and his security in the hands of a third party, by insisting on the recognition of the union, he becomes a commodity, instead of an intelligent human being, and degenerates into an object of barter by the walking delegate and his unscrupulous associates.

In an experience of thirty years as a worker I have never yet seen a good workman join a union except through coercion. I believe that the more industries we can locate in this town which employ men of superior intelligence and workmanship the farther away we can get from the reign of the walking delegate and the nearer we shall reach that ideal condition which both employer and employe of the right class are earnestly seeking. E. A. Stowe.

Artistic Tendencies a Decided Help in Business.

Written for the Tradesman.

Why do most men, when they enter business, put in the background all that is artistic in them? After a man completes his college course and enters business he usually stifles any longing for art or literature that he may have and ties himself down to the demands of business with no thought of combining the artistic with the practical. Many a man whose soul is starving for something that is different from the usual run of dry business details sticks to the desk in defiance of all natural laws. By so doing he thinks he is doing his duty, when in reality he is making life very hard for himself and thereby not doing his duty by himself or his associates. Take, for instance, the young man who obtains a position in a grocery store when he leaves school. In school he may have been able to paint with water colors better than any one else in his class. When he goes to work in the store he immediately forgets—or tries to forget—that he can do this seemingly useless thing. If the love of art is strong within him he makes a failure of the forgetting and

goes through life a miserable man, wanting something, he knows not what. Instead of applying this fine, God-given gift to whatever he undertakes he puts it from him—away out of sight, as if it were something to be ashamed of.

Now the scoffer says: "But of what possible use would the ability to paint with water colors be in the grocery business?" While the tangible direct results would probably not be seen at once, in the long run they would be so singularly evident that the most careless observer could not help noticing them. In this particular case an ability to paint with water colors would mean an artistic perception. It is a far cry from painting with water colors to arranging a case of peas on the top shelf of a grocery store, but there is a connection, nevertheless, let me assure you, incredulous reader. Here is the problem: Take two boys who paint with water colors and tell them each to arrange a case of peas upon a shelf. But first some conditions. Boy No. 1 goes home at night and once or twice a week he gets out his paint box and develops the artistic side of his nature. The other nights of the week he devotes to study of things that will help him in his business. Boy No. 2 devotes, perhaps, some of his time to study, but one or two nights a week he goes out for a stroll around town and consumes three or four extra cigarettes. He does not stay at home and paint because he is in business now and such folderol has no place in his brain, weighted down as it is with the cares(?) of the daily grind. The boy who has used his ability to paint will place those peas upon the shelf in a much neater and artistic manner than the one who does not because with his artistic temperament he will be able to produce a much neater effect; and, too, he will do the work with a much more willing spirit. In everything he does there will be apparent the effect produced by the gratification of his artistic longings. He will wrap up packages more neatly, he will sweep the floor better and in many small ways do much better work than he would if his artistic perceptions were allowed to rust with disuse.

In window trimming the artistic in business is of the most value. There it is the most apparent and the man who has it has the most opportunity to prove that in business it is an important element.

If one be so fortunate as to be born with it he should foster it as a most priceless possession; and if one be so unfortunate as to be born without it he should strive to obtain it in some way, possibly by reading and observation. The acquired sense will not prove so satisfactory as the natural one, but it will be better than none at all. A little observation will prove to any one that the artistic in business is a real and not an imaginary advantage and should be cultivated most assiduously.

Burton Allen.

Hardware Price Current

AMMUNITION				
Caps				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	Shot	Size	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/2	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	15 00			
Garden	33 00			
Bolts				
Stove	70			
Carriage, new list	70			
Plow	50			
Buckets				
Well, plain	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow	60			
Chain				
Common, 7 c., 6 c., 6 c., 4 c.	4 c.			
BB, 8 1/4 c., 7 1/4 c., 6 1/4 c., 6 c.	6 c.			
BBB, 8 3/4 c., 7 3/4 c., 6 3/4 c., 6 1/4 c.	6 1/4 c.			
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	dis. 12 13 14 15 16 17			
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
Hammers				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3	dis 60 & 10			
Hollow Ware				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
Horse Nails				
Au Sable	dis. 40 & 10			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japanned Tinware	30 & 10			

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	70
Casing 10 advance	50
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz	5 00
Solder	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
Wrenches	
Baxter's Adjustable, Nickle	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
	Per gross
Pints	4 25
Quarts	4 40
1/2 gallon	6 00
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
	Per box of 6 doz.
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54
Anchor Carton Chimneys	
Each Chimney in corrugated carton	
No. 0 Crimp	1 70
No. 1 Crimp	1 90
No. 2 Crimp	2 90
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled	4 25
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps	80
LaBastie	
No. 1 Sun, plain bulb, per doz	1 00
No. 2 Sun, plain bulb, per doz	1 25
No. 1 Crimp, per doz	1 35
No. 2 Crimp, per doz	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, peer doz.	3 15
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/8 in. wide, per gross or roll	25
No. 1 1/2 in. wide, per gross or roll	30
No. 2 1/4 in. wide, per gross or roll	45
No. 3 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	70

DRY GOODS

Weekly Market Review of the Principal Staples.

Brown Cottons—In goods for future delivery there is very little change taking place in the market attitude, but for immediate delivery there is some wavering noticeable. Some of the lesser known lines have been offered at a price, but have been met by counter offers which show that such buyers as are in position to take more goods know the existing conditions and are bound to take advantage of them. The leading lines of brown cottons have not been offered to the trade in a way that would permit of a cutting down.

Bleached Goods—There has been some slight improvement noticed in some sections for print goods and also for bleached goods, yet it is very evident that this is not due to any stimulating effect that lower prices may have had. We find that there has been, comparatively speaking, the best demand among the prints for indigo blues at $4\frac{1}{4}$ @ $4\frac{1}{2}$ c. For 4-4 bleached cotton and down sales have been exceedingly small. In spite of the efforts of certain agents to force a little business by reducing prices buyers have not responded. They look upon such a step as a sign of weakness and therefore wait for a still further drop.

Hosiery—In hosiery garnets, blues, tans and browns are unquestionably the leaders, with a reasonable demand for fancy embroideries and checks. Orders are well booked and no complaints are heard regarding this branch of the knit goods trade.

Sweaters and Knit Jackets—Sweaters and knit jackets have never sold so well as this season, the volume of holiday business in them reaching enormous proportions. Every one in the family, father, mother, brothers and sisters, and even the babies are not now considered well equipped without a sweater or a knit jacket of some sort, and the popularity of this line of apparel has by no means reached its height. At this writing there is the usual after-holiday quietness, but shortly the inventory and clearance sales that always follow this period will dispose of what little supply is now on the counters, and manufacturers are as busy as bees preparing for next fall business.

Knit Gloves—Knit gloves in all sorts of coloring are still very popular and are well sold up. This is another department of the trade that is becoming extremely important and probably more knit gloves have been sold this winter than in any two previous seasons. In common with sweaters and knit jackets, every one is turning to knit gloves as a comfortable substitute for kid for street wear. On the whole, no more satisfactory year could be asked for than 1904.

Carpets — Carpet manufacturers started on the spring season's cam-

paign with many misgivings, as business during the fall season had not been good and jobbers and retailers throughout the country were credited with having large stocks on hand. Coupled with this was the auction sale of some 68,000 pieces of carpet and 25,000 bales of rugs which ushered in the new season, and also the uncertainty of securing any advance on spring lines in spite of the marked increase in cost of raw material. Accordingly, many manufacturers opened their lines at last season's prices and awaited developments. Although the auction sale was one of the largest in the trade's history carpet agents representing other manufacturers found that the market had not been glutted, and buyers were still prepared to place good orders on other lines. Salesmen started out for their various territories and orders, although slow at first in coming to hand, gradually increased until at the present time a very fair business is being transacted. Buyers began to see the advisability of placing their orders before prices were advanced, and this in conjunction with an improvement in fall business at retail hands helped to steadily increase sales. There has been a quieting down of business on carpetings during the past week, owing to the holidays, but the demand for rugs with retailers has been excellent. The business is now expected to take a fresh impetus, as Jan. 10 will see another advance in prices. Now that business has fairly started agents are more sanguine of the final result, and feel that the outlook promises well.

Manufacturers, however, are worried over the raw material situation, which is becoming more and more serious as the time approaches when it will be necessary to secure supplies in order to keep the plants running. A well-known carpet manufacturer recently said: "The high prices demanded for wool are bad enough, but the question of getting supplies even at these prices is worse still. A good deal of wool which would, under normal price conditions go into carpets, has been taken by woolen manufacturers, who could afford to pay higher prices than we could. They have mixed it with domestic wool for making these rough-faced, hairy fabrics which have been so popular. If we can secure enough wool to keep our plant running through the summer we shall be lucky, that is, if what the wool importers and dealers claim is to be relied upon."

Smyrna Rugs and Art Squares—Many attractive lines of Smyrna rugs are being displayed for the next 1905 season and the business reported as booked on this variety of rugs must be satisfactory to the manufacturers. The various grades of the smaller sizes up to 48-inch, which sell at \$1.25@8, are reported to be especially good sellers. Art squares, both all-wool and cotton chain, are receiving fully more than their usual share of attention from the public, and retailers and cut-order houses are well pleased with the transactions at their end of the trade. Very effective patterns are being shown by

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

A full line of wash goods and prints will be opened the first week in January. Inspection invited.



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.

the agents at 52@57½c per square yard.

Upholstery—The upholstery trade has not yet had its quiet disturbed. All manufacturers are doing something, as most of them have some novelty which will attract attention when staple lines are inactive. In the retail trade there is a fairly good call for couch covers and table covers by the holiday shoppers, and many manufacturers have assisted in attracting holiday custom by producing alluring patterns.

Mankind the Proper Study for the Merchant.

No kind of work is better paid or more valued than that which depends upon a knowledge of human nature. Plenty of men have abundant information, plenty of men are able to look after details, plenty of men have organizing capacity, but few men have the ability to take a body of men and set them at work in a way to insure success. The man who understands human nature and who can appeal successfully to human instinct is the man who does the work of the world.

To the storekeeper this ability is of more than ordinary importance. He must know men and be able to judge of their qualifications, limitations and tendencies. If he employ a dozen clerks or if he employ a hundred, he must be able to determine in an instant just where one of them will do him the most good, and whose efforts will be an economy of action, in getting the best results. This man may be a clever salesman of boots and shoes, another may be especially good in handling clothing, a third will find his field in furnishings, and so on, some are best in handling piece goods, others linens and laces. It is essential that the storekeeper find out these special abilities and make use of them.

Many a strong and able man, many a merchant with a genius for his calling has gone down to failure because he lacked competent assistants, and because he failed to get the most or the best out of those he had. There is not a man who has climbed to the top who does not value assistants who have the innate capacity of developing into strong men, and who can not fail to appreciate such development. There are scores of men, however, who are moderately successful, who could easily attain the highest goal if their knowledge of human nature were acute enough to set a good man in the track in which he could develop and who could materially assist this development by a proper push now and then.

Let us take the other side, however, the side of labor of the employee. We hear a great deal in these days about the relations of capital and labor. We are told that labor is much oppressed and must have its rights. But it is clear as the noon-day that the great majority of laborers have no proper conception of their obligations to their employers. They talk and think a great deal about their rights, which is indeed eminently human, but they devote too little

time to their own study of human nature, to trying to get into their heads their employers' hopes and wishes in regard to their own particular case, and utterly fail in most cases to focus on their mind a reproduction of the ideal which they should attain to be more serviceable and more valuable to the man who pays them their salaries.

There is a tendency on a part of the community to expend much pity on the clerks in a large store. They are even regarded as unfortunates forced by circumstance to fight the world from a lowly position. This seems to us to be a misplaced sympathy. No clerk need be pitied. Before him lie as many and as golden opportunities as can be found in any walk in life. There may be more competition, it is true, but it is a desultory competition, and the young man or woman who thinks from morning until night, and who plans movements and absorbs full quantities of the vast storehouse of knowledge, "Mankind," will surely advance. One can hardly talk to the manager of a great store without finding very quickly that the greatest difficulty that he contends with is that the people under him have a habit of "watching the clock." The great majority of the clerks work because they must work, and they work in what might be termed a negative fashion. They do just enough to save themselves. They are as grudging of extra effort as they imagine their employer to be of extra pay. And after the years have rolled by they find themselves no better off than they were at the start, and lay the blame on the iniquities of an economic system that enables the employer to exploit the employee to his own advancement.

There is an inevitable law of nature as firm and as fixed as that which says that water can not run up hill, and that is found in the fact that for so much work there will be a just amount of reward. The clerk who applies himself diligently and enthusiastically to his task will sooner or later reap the reward of his efforts. It will come to him whether his employer will or no, for a man can not hide his light under a bushel. Through some mysterious channels it will get abroad that he is a good man. His friends will recognize him as such. Those that see him at work will be unconsciously impressed with the fact, and wherever he goes the words "He is a good man" will after. Even if he does not get his just deserts in the establishments where he earns that reputation there will sooner or later appear an opportunity which will bring him into his own.—Boot and Shoe Recorder.

Circuses in Winter Quarters.

A dramatic paper gives the names and addresses of 118 circuses and other road shows which have gone into winter quarters. Of these eighteen make their homes in Pennsylvania, fourteen in Maryland, eleven in Missouri, and ten in Indiana, these being the most popular States as winter quarters.

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.

WE ARE BUYERS OF CLOVER SEED AND BEANS

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

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

FOOTE & JENKS

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

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Sold only in bottles bearing our address

FOOTE & Jenks
JACKSON, MICH.



ONIONS

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

THE VINKEMULDER COMPANY
14-16 OTTAWA ST., GRAND RAPIDS, MICH.

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.



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

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

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

The Hardest Man in the World to Find.

The hardest man in the world to find is the successful salesman. The man who could successfully define the salesman's qualities, and infallibly select the man who possesses them, would hold the key to commercial supremacy. There are men with the indescribable knack which enables them to sell anything from a gold brick to a cake of soap, but there is no outward sign by which they may be told. Often the good talker with imposing personality and winning manners fails at the psychological moment when the sale should be consummated, while the man of uncouth appearance who presents his case haltingly can "knock the apple off the tree" whenever he attempts to make a sale. The qualities by which a salesman interests a buyer and commands his confidence are too subtle to be described. The one thing certain about good salesmen is that there are not half enough of them to go around. Demands for them are constant and hard to fill. I am often asked about the general attitude of employers toward college men, especially recent graduates. The public has been misled by the gibes at the self-conceit and errors of the young college man entering business. As a matter of fact the value of thorough intellectual training is greatly appreciated in the world of business and concerns which would not formerly have considered college men at all are eagerly seeking them to-day. A generation ago the majority of college men went into professions. Now the majority go into business without any suspicion of a handicap to be overcome. The time when a college man must start in at \$5 a week is happily past, and a competent young graduate can not be had for less than \$10 with the promise of rapid advancement. Apropos of this, it is amusing to note the variety of salaries expected by college men seeking their first position. The majority are reasonable and eager to make a start at \$10 to \$15 a week, while others expect \$3,000 a year from the day they graduate. Needless to say, most of this latter class are still expecting.

The saddest fact which has been brought out by systematic study of employment problems is the lack of demand for middle-aged or elderly men. Thirty is the age usually specified, even when the position demands a high degree of ability and experience. If the right man is from

35 to 38 he is still considered, but at 40 the employer is inclined to shake his head; and at 50 the man seeking employment in the higher positions is strictly "up against it." The middle-aged man who has earned from three to ten thousand a year, and is for some reason displaced, is the hardest of all employment propositions. Unless such a one has money or influence he must usually be content with a poorly-paid routine position or try salesmanship on a commission basis.

Curiously enough, the great difficulty in placing many men is found in their own indifference. It would naturally seem as if a man looking for a position would do all he could toward securing it; but the employment expert has no more frequent trouble than lack of co-operation on the part of the clients who come to him. The qualification on which most men fail is found to be lack of industry. Sometimes firms are unreasonable and expect too much of a man at the start. They do not see that the new employee can not take up the work of an experienced one and master every detail in a moment. A little experience in dealing with new men invariably corrects this error.

The reason above all others for which men are discharged is the lack of common or horse sense. The man who makes inexcusable breaks in business, and goes on making them, is one whom no employer can afford to keep, no matter how great may be his industry, loyalty, integrity or purely technical ability. When a single mistake may lose business amounting to more than the yearly salary of the man who makes it, it is obvious that good judgment is the quality valued above all others by the man who is shopping for high-grade employees.

H. J. Hapgood.

Advantage of Having a Good Vocabulary.

A fair knowledge of the English language is a necessity to the traveling salesman. The better his English the better equipped is he for service. All classes of traveling men should try to improve in the use of words and in broadening their vocabularies. Then study different methods of expressing those set phrases of which you become so weary. Do not attempt to be redundant in adjectives or polysyllabic in choice of words. Speak directly to the point, but vary the form of expression, and you will be surprised at the progress you will make in acquiring ease of manner in conversation, and your greater ability to retain and increase your customer's interest in what you have to sell.

Traveling men who have a knowledge of one or two languages other than their own are able to command larger salaries, and even a smattering of German or French, Norwegian or Swedish or Italian is of some use, but if opportunity does not offer for the study of other languages there is nothing to prevent anybody from improving in the use of his mother

tongue. With the better class of customers it makes all the difference imaginable if the salesman is capable of talking well, for well chosen language is one of the sure indications of a cultured mind and good understanding. The ignorant mistake mere fluency and verbosity for real knowledge. The Southern darkies have what they call "talkings," on which occasions the one who can use the longest words and the largest number and keep up his effort the greatest length of time is by common consent accepted as a "powerful wise man."

Broaden your vocabulary. Acquire the right pronunciation for the French names of goods, for in many instances you must use the French names. Put as much actual knowledge concerning your line as you can acquire back of your words and you will be always able to attract the intelligent customers. And that means more money for you.

D. A. Davis, general dealer, Hartwick: Enclosed find \$3 for three years in advance. I would be lost without the Tradesman.

Men who have an evil habit to hide generally cache it away in an incubator.

WANTED
Clothing Salesman

to open and conduct an agency for the sale of merchant tailoring from samples, in towns and cities where we are not now represented. Now is the time to start for the coming season. Write us for full information.

The Globe Tailoring Co.
CINCINNATI, O.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequaled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.



Make Your Own Gas FROM GASOLINE

One quart lasts 18 hours, giving 100 candle power light in our

Brilliant Gas Lamps

Anyone can use them. Are better than Kerosene or Gas and can be run for less than half the expense; the average cost is

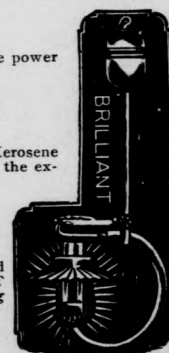
15 Cents a Month

Write for our M T Catalogue. It tells all about them and our systems. We call special attention to our Diamond Headlight Out Door Lamp that "WON'T BLOW OUT." Just right for lighting store fronts and make attractive signs.



600 Candle Power
Diamond Headlight
Out Door Lamp

Brilliant Gas Lamp Co.
42 State Street, Chicago.



100 Candle Power

WATCH IT GROW



Our New Home

WORDEN GROCER COMPANY

Corner Island and Ottawa Streets

Grand Rapids, Mich.



Michigan Board of Pharmacy.

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The Origin of Dover's Powder.

This gets its name from Thomas Dover, an English physician, who was born in Warwickshire in 1650, and died in London in 1741. Dover presents quite an interesting and varied life history. He was educated at Cambridge, where he obtained his degree in 1687. He practiced medicine in Bristol for some years. In 1708 with some friends he fitted out an expedition to the South Sea, and went himself as ship's surgeon. It is said that he had charge of the boat that landed on Juan Fernandez Island, February 2, 1709, and discovered Alexander Selkirk, the supposed original of Defoe's Robinson Crusoe. Selkirk had been marooned on the island by his own crew, and had remained there absolutely alone for four years and four months. He returned to England with Dr. Dover in 1711. After returning from this expedition Dover resumed the practice of medicine in Bristol. He removed to London in 1721, where he published his "Ancients Physicians Legacy," which, among other interesting material, contains a formula for his diaphoretic powder. This formula is published in the chapter on gout, for which it was recommended as a sure cure. The original directions for this powder are as follows: Take of opium one ounce; saltpetre and vitriolated tartar of each four ounces; licorice root, one ounce and ipecacuanha one ounce. Place the saltpetre and vitriolated tartar in a red-hot mortar, and stir until they have been burned; then pulverize very fine; cut the opium, mix the other ingredients with this, and rub to a very fine powder. Dose, 40 to 60 or 70 grains in a glass of white wine whey at going to bed; while perspiring freely drink a quart or three pints of the white wine whey; in two or three hours at most the patient will be free of pain, even if he could not put his foot to the ground before treatment.

M. I. Wilbert.

Bee-Keeping Doctor and Lawyer.

There is a doctor in a Chicago suburb who hates to see anything wasted. The suburb is not thickly built up and next to the doctor's house last summer was a luxuriant field of sweet clover. He watched it spending its sweetness on the desert air

until he could stand it no longer; then he bought a hive of bees. At the end of the summer he had forty pounds of honey, twenty of which he has distributed among his friends, leaving twenty for the bees' winter food supply. Besides being richer in honey, he has added a number of new interests to his life. He heartily recommends bee-keeping as an antidote for the hurry and worry and nervousness that is the unhappy lot of nervousness that are the unhappy lot.

A young lawyer in the same suburb began bee-keeping several years ago. Then he bought an incubator and raised chickens. Finally he spread out to melons. His side lines interested and amused him, but he never thought of taking them seriously until he caught a bad cold, which lingered and grew worse and worse. He consulted a doctor, who told him that he had had as much Chicago climate and confining office work as he could stand; he must live an outdoor life or none at all. Most professional men would have been at a loss what to do under such circumstances. This one bethought himself of his side lines, bought a farm in Michigan, and is now keeping bees and raising chickens and melons on a large scale. The side line is the proper place for experiments. It is also sometimes the only thing to fall back upon.

The Drug Market.

A good many changes are expected to take place at the turn of the year.

Opium—Is steady.

Morphine—Is unchanged.

Quinine—The lack of demand has brought about a dull market, but prices are well maintained.

Cocaine—Is as yet unchanged, but higher prices for crude justify an advance.

Lycodium—All cheap lots have been disposed of and prices have advanced and are tending still higher.

Menthol—Is weak and lower.

Nitrate Silver—Is steadily advancing on account of higher prices for metal.

Peppermint Oil—Has declined and Western growers who have been holding for very high prices are now selling.

Oil Cloves—Has declined on account of lower price for spice.

Roman Chamomile Flowers—New crop is coming into market and prices for the coming year will be higher.

Gum Camphor—Another advance is looked for early in the year.

Golden Seal—Continues to advance. Stocks are very small.

Blood Root—Stocks are very small and prices have advanced.

Caraway Seed—Is tending higher.

Linseed Oil—Is weak and lower.

While working along the same general lines each employee will have certain methods of his own; and if the work is right the employer can afford—within reasonable limits—to concede something on the score of methods.

A ledger makes a hard pillow.

Put Your Heart in Your Work to Win.

Success in accomplishment of a purpose depends upon the strength of the desire which moves the individual to his work. Whenever you find a man whose whole heart, as it is said, is set upon an object, only give him time and the victory is his.

I do not claim that a man who is over 40 can acquire great skill as an acrobat; nor that a man of 75 can learn Greek with the same facility as a youth of 20, but, apart from such extravagances, I claim that, other things being equal, success in anything depends upon the strength of the desire of the individual to do the thing itself.

I once knew a young man who, like the Secretary of the "supercilious nabob from the East," was proud but poor. This young man was of as good family as his rich employer, and was received in the employer's circle of society. There he was treated with hauteur by certain of the employer's relation, and he swore unto himself a great oath: "The day will come when the mud from my carriage wheels will splash these people in the face."

This, of course, was more or less a figure of speech. For that young man would have to accomplish two things before the proverbial mud could fly from the traditional carriage wheels. First, he would have to get rich and, secondly, he would have to win a position which would lift him in the social scale above his enemies. Now, he did not care so much for wealth, but wealth, in his case, was necessary as a ladder to climb to the position where he could gratify the insuperable hatred he felt for his enemies. Fame alone could not serve his purpose, for his enemies admired wealth and fawned upon the power it gave. But even were he to grow a thousand times as wealthy as they, it alone would not serve, because of the inferior position he would have formerly held as an employe of the family. This stain would have to be wiped out, and wiped out it could only be by the man's rising to a position from which, as a throne set upon a foundation of wealth, he could look over the heads of his enemies with a scornful smile.

To this height, therefore, he began to climb. Wealth first, position afterwards, and added to these, superiority of mind.

Did this young man succeed? Of course he succeeded. How could he fail with so grim a purpose before him, with such rancor spurring him on? At the end of twenty years, when he was but little over 40, he was much richer than his old employer, and had won a position of which none of the seven generations of his employer's family had dared to dream in connection with themselves. He was a Senator of the United States!

His wealth had given him great elegance of manner, or, rather, it had expanded and made warm the natural elegance with which he had been born. His position opened to

him all the doors of the large city in which he lived. His former employer raised his hat to him when he met the Senator in the street. The women who, twenty years previously, had pretended to have been ignorant of his existence were now vastly pleased if they could find their way into drawing rooms where the Senator was being entertained and be jostled in the admiring press around him. In short, the "success" of this man was complete, and perhaps he unwisely pursued it farther than was necessary by telling now and then the story of his former humiliation, in which, by the way, he never forgot to mention names and dates.

Now, here was made a choice of profession in which the individual succeeded admirably. The years of hard work he did in studying and mastering law and oratory, the subsequent years he spent in practice by which he grew rich, and the almost infinite vexation he suffered in getting himself elected to the United States Senate would all have been necessary had his ambition been merely to be a Senator—had a seat in the Senate been his real objective point. And had such been the case this man's life would have been pronounced a success of the highest order, but yet he never would have done this work but would have remained an obscure man had he not been moved by the powerful motive that had entered his soul with the insult given him by his patronesses.

You may ask if the goal was worth the race. But the answer is that any goal is worth any race if the racer cares to win it. The moral to be drawn from the success of the young man in the above story is not a moral inculcating the cultivation of revengeful feelings—which is most often harmful rather than good—but a moral teaching that every one who wishes to succeed should try to adopt as a profession or trade the work that he is most eager to do. Given a modicum of ability, close application will do all the rest. It is true, furthermore, that the work in which a man most delights is also the work he can do the best. Let a man find out, therefore, the line he loves, let him stick to it in spite of all discouragements and setbacks, and his ultimate success will be as certain as gravitation. John Boyd Fisher.

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Morphia, S P & W2	35@ 26 00	Seidnitz Mixture..	20@ 22	Linsced, pure raw	42@ 45
Morphia, S N Y Q2	35@ 26 00	Sinapis	@ 18	Linsced, boiled	42@ 45
Morphia, Mal.	.2 35@ 26 00	Sinapis, opt	@ 30	Neat's-foot, w str	60@ 70
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Nux Vomica po 15	@ 10	Snuff, S' de Vo's	@ 51	Paints	bbl L
Os Sepia	25@ 28	Soda, Boras	9@ 11	Red Venetian	...1% 2 @ 3
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P D Co	@ 1 00	Soda et Pot's Tart	28@ 30	Ochre, yel Ber .1%	2 @ 3
Picis Liq N N ½		Soda, Carb	1½@ 2	Putty, commer.1%	2¼@ 3
gal doz	@ 2 00	Soda, Bi-Carb	3@ 5	Putty, strictly pr2%	2¾@ 3
Picis Liq qts	@ 1 00	Soda, Ash	3½@ 4	Vermilion, Prime	
Picis Liq pints.	@ 60	Soda, Sulphas	@ 2	American	...13@ 15
Pil Hydrarg po 80	@ 50	Spts, Cologne	@ 2 60	Vermillion, Eng.	7@ 80
Piper Nigra po 22	@ 18	Spts, Ether Co.	50@ 55	Green, ...1%	14@ 13
Piper Alba po 35	@ 30	Spts, Vinyl Rect bbl	@ 22 00	Lead, red Peninsular	13@ 16
Piper Buret	@ 12 00	Spts, Vi'i Rect ½ b	@ 7	Lead, red	6¾@ 7
Plumbi Acet	12@ 15	Spts, Vi'i R't 10 gl	@ 7	White, white	6¾@ 7
Purvelum Ip'e et Opili	30@ 1 50	Spts, Vi'i R't 5 gal	@ 7	Whiting, white S'n	@ 90
Pyrethrum, bxs H		Strychnia, Crystall	05@ 1 25	Whiting, Gelders'	@ 95
& P D Co. doz	@ 75	Sulphur Subl	...23% @ 4	White, Paris Am'r	@ 25
Pyrethrum, pv	20@ 25	Sulphur, Roll	...2½@ 3½	Whit'g Paris Eng	cliff @ 1 40
Quassiae	8@ 10	Tamarinds	8@ 10	Universal Prep'd 1	10@ 1 20
Quinia, S P & W.	25@ 35	Terebenth Venice	28@ 30		
Quinia, S Ger	25@ 35	Theobromae	45@ 50	Varnishes	
Quinia, N. Y.	25@ 35	Vanilla	9 00@ 25	No 1 Turp Coach 1	10@ 1 20
Rubia Fincetorum	12@ 14	Zinci Sulph	7@ 8	Extra Turp	...60@ 1 70
Saccharum La's.	22@ 25			Coach Body	...2 75@ 3 00
Salacin	50@ 64 75			No 1 Turp Furni	00@ 1 10
Sanguis Drac's	40@ 50	Oils		Extra T Damar .1	55@ 1 60
Sano, IV	12@ 14	Whale, winter	70@ 70	Jap Dryer No 1 T	70@ 70

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Axle Grease		Bath Brick	
B		Brooms	
C		Brushes	
D		Butter Color	
E		Candles	
F		Canned Goods	
G		Carbon Oils	
H		Catsup	
I		Cheese	
J		Chewing Gum	
K		Chicory	
L		Chocolate	
M		Clothes Lines	
N		Cocoa	
O		Cocanut	
P		Coffee	
Q		Crackers	
R		Farinaceous Goods	
S		Fish and Oysters	
T		Fishing Tackle	
U		Flavoring Extracts	
V		Fly Paper	
W		Fresh Meats	
X		Fruits	
Y		Gelatin	
Z		Grain Bags	
		Grains and Flour	
		Herbs	
		Hides and Pelts	
		Indigo	
		Jelly	
		Licorice	
		Lye	
		Meat Extracts	
		Molasses	
		Mustard	
		Nuts	
		Olives	
		Pipes	
		Pickles	
		Playing Cards	
		Potash	
		Provisions	
		Rice	
		Salad Dressing	
		Saleratus	
		Salt Soda	
		Salt	
		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		4		5	
Cotton Windsor		Lemon Biscuit Square. 8		No. 8, 15 feet 18	
50ft.	1 30	Lemon Wafer 16		No. 9, 15 feet 20	
60ft.	1 44	Lemon Snaps 12		Linen Lines	
70ft.	1 80	Lemon Gems 10		Small 20	
80ft.	2 00	Lem Yen 10		Medium 26	
Cotton Braided		Marshmallow 16		Large 34	
40ft.	95	Marshmallow Cream . . 16		Poles	
50ft.	1 35	Marshmallow Walnut. 16		Bamboo, 14 ft., per doz. 55	
60ft.	1 65	Mary Ann 10		Bamboo, 16 ft., per doz. 50	
Galvanized Wire		Malaga 10		Bamboo, 18 ft., per doz. 80	
No. 20, each 100ft. long	90	Mich Coco F's d honey. 12		FLAVORING EXTRACTS	
No. 19, each 100ft. long	2 10	Milk Biscuit 8		Foot & Jenks	
COCOA		Milk. Frosted Honey. 12		Coleman's Van. Lem.	
Baker's	35	Mixed Picnic 11 1/2		2oz. Paper 1 20 75	
Cleveland	41	Molasses Cakes, Scl'd 11 1/2		3oz. Taper 2 00 1 50	
Colonial, 1/2s	35	Moss Jelly Bar 12		No. 4 Rich. Blake. 2 00 1 50	
Colonial, 1/4s	33	Muskegon Branch, Iced 10		Jennings	
Epps	42	Newton 12		Terpeneless Lemon	
Huyler	45	Oatmeal Crackers 8		No. 2 D. C. per doz. 75	
Van Houten, 1/2s	12	Orange Slice 16		No. 4 D. C. per doz. 1 50	
Van Houten, 1/4s	20	Orange Gem 8		No. 6 D. C. per doz. 2 00	
Van Houten, 1/2s	40	Penny Assorted Cakes 8		Paper D. C. per doz. 1 50	
Van Houten, 1s	72	Pilot Bread 7		Mexican Vanilla	
Webb	31	Pineapple Honey 15		No. 2 D. C. per doz. 1 20	
Wilbur, 1/2s	41	Ping Pong 9		No. 4 D. C. per doz. 2 00	
Wilbur, 1/4s	42	Pretzels, hand made . . . 8		No. 6 D. C. per doz. 3 00	
COCOANUT		Pretzeltes, hand m'd 8		Paper D. C. per doz. 2 00	
Dunham's 1/2s	26	Pretzeltes, mch. m'd 7		GELATINE	
Dunham's 1/2s & 1/4s	26 1/2	Revere 14		Knox's Sparkling, doz. 1 20	
Dunham's 1/4s	27	Rube Sears 8		Knox's Sparkling, grol'd 00	
Dunham's 1/2s	28	Scotch Cookies 10		Knox's Acidu'd, doz. 1 20	
Bulk	13	Snowdrops 16		Knox's Acidu'd, grol 14 00	
COCOA SHELLS		Spiced Sugar Tops 8		Oxford 75	
20lb. bags	2 1/2	Sugar Cakes, scalloped 8		Plymouth Rock 1 25	
Less quantity	3	Sultanias 15		Nelson's 1 50	
Pound packages	4	Spiced Gingers 8		Cox's, 2 qt. size 1 61	
COFFEE		Urchins 10		Cox's 1 qt. size 1 10	
Rio		Vienna Crimp 8		GRAIN BAGS	
Common	12	Vanilla Wafer 16		Amoskeag, 100 in bale 19	
Fair	13	Waverly 9		Amoskeag, less than bl 19 1/2	
Choice	15	Zanzibar 9		GRAINS AND FLOUR	
Fancy	18	CREAM TARTAR		Wheat	
Santos		Barrels or drums 29		Old Wheat	
Common	12 1/2	Boxes 30		No. 1 White 1 14	
Fair	13 1/2	Square cans 32		No. 2 Red 1 14	
Choice	15 1/2	Fancy caddies 35		Winter Wheat Flour	
Fancy	18	DRIED FRUITS		Local Brands	
Peaberry	18	Apples		Patents 6 20	
Maracalbo		Sundried 4 @ 4 1/2		Second Patents 5 80	
Fair	15	Evaporated 5 1/2 @ 7		Straight 5 60	
Choice	18	California Prunes		Second Straight 5 20	
Mexican		100-125 25lb boxes. @ 3 1/2		Clear 6 40	
Choice	16 1/2	90-100 25lb boxes. @ 4		Graham 5 30	
Fancy	19	80-90 25lb boxes. @ 4 1/2		Buckwheat 5 20	
Choice	15	70-80 25lb boxes. @ 5		Rye 4 60	
Guatemala		60-70 25lb boxes. @ 6 1/2		Subject to usual cash dis-	
Choice	13	50-60 25lb boxes. @ 7 1/2		count.	
Java		40-50 25lb boxes. @ 7 1/2		Flour in barrels, 25c per	
African	12	30-40 25lb boxes. @ 7 1/2		barrel additional.	
Fancy African	17	1/2c less in 50lb cases.		Worden Grocer Co's Brand	
O. G.	25	Citron		Quaker, paper 5 80	
F. G.	21	Currants		Quaker, cloth 5 80	
Mocha		Imp'd. 1lb pkg @ 7 1/4		Spring Wheat Flour	
Arabian	21	Imported bulk @ 7 1/2		Pillsbury's Best, 1/2s . . 6 50	
Package		Peel		Pillsbury's Best, 1/2s . . 6 40	
New York Basis		Lemon American 12		Pillsbury's Best, 1/2s . . 6 30	
Arbuckle	14 00	Orange American 12		Lemon & Wheeler Co's	
Dillworth	12 50	Raisins		Brand	
Jersey	14 00	London Layers, 3 cr . . . 1 50		Wingold, 1/2s 6 60	
Lion	14 00	London Layers, 4 cr . . . 1 95		Wingold, 1/2s 6 40	
McLaughlin's XXXX	14 00	Cluster 5 crown 2 60		Judson Grocer Co's Brand	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Loose Muscatels, 2 cr. . . 6		Ceresota, 1/2s 6 70	
Extract		Loose Muscatels, 3 cr. . . 6		Ceresota, 1/2s 6 50	
Holland, 1/2 gro boxes. 95		Loose Muscatels, 4 cr. . . 6 1/2		Ceresota, 1/2s 6 50	
Felix, 1/2 gross 1 15		L. M. Seeded, 1 lb. @ 7 1/2		Worden Grocer Co's Brand	
Hummel's foil, 1/2 gro. 85		L. M. Seeded, 3/4 lb @ 7 1/2		Laurel, 1/2s, cloth . . . 6 60	
Hummel's tin, 1/2 gro. 1 43		Sultanias, bulk @ 8		Laurel, 1/2s, cloth . . . 6 50	
CRACKERS		Sultanias, package . . . @ 8 1/2		Laurel, 1/2s & 1/4s paper 6 40	
National Biscuit Company's		FARINACEOUS GOODS		Laurel, 1/2s 6 40	
Brands		Beans		Meal	
Butter		Dried Lima 6		Bolted 2 90	
Seymour Butters 6		Med. Hd. Pk'd. . 1 75 @ 1 85		Golden Granulated . . 3 00	
N Y Butters 6		Brown Holland 2 50		Feed and Millstuffs	
Salted Butters 6		Farina		St. Car Feed screened 22 00	
Family Butters 6		24 1lb. packages. 1 75		No. 1 Corn and Oats 22 00	
Soda		Bulk, per 100 lbs. 3 00		Corn Meal, coarse . . 22 60	
N B C Sodas 6		Hominy		Oil Meal 29 00	
Elect 8		Flake, 50lb sack 1 00		Winter wheat bran . 19 00	
Saratoga Flakes 13		Pearl, 200lb. sack . . . 3 70		Winter wheat mid'ngs 22 00	
Oyster		Pearl, 100lb. sack . . . 1 85		Low feed 21 00	
Round Oysters 6		Maccaroni and Vermicelli		Oats	
Square Oysters 6		Domestic, 10lb box . . . 60		Car lots 34	
Faust 7 1/2		Imported, 25lb box . . 2 50		Corn, new 48	
Argo 7		Pearl Barley		Hops	
Extra Farina 7 1/2		Common. 2 60		Laurel Leaves 15	
Sweet Gods		Chester 2 75		Senna Leaves 25	
Animals 10		Empire 3 50		INDIGO	
Assorted Cake 10		Peanut		Madras, 5lb boxes . . . 55	
Bagley Gems 8		Green, Wisconsin, bu. 1 25		S. F., 2, 3, 5lb boxes . . 65	
Belle Rose 8		Green, Scotch, bu. 1 35		JELLY	
Bent's Water 16		Spitt, lb. 4		5lb pails, per doz . . 1 70	
Butter Thin 13		Rolled Oats		15lb pails 33	
Chocolate Drops 16		Rolled Avena, bbls . . 4 00		30lb pails 65	
Coco Bar 12		Steel Cut, 100lb. sacks 2 00		LICORICE	
Cocoonut Taffy 9		Monarch, bbl. 1 00		Pure 30	
Cinnamon Bar 9		Monarch, 10lb. sacks . 1 90		Calabria 23	
Coffee Cake, N. B. C 10		Monarch, 10lb. sacks . 1 90		Sicily 14	
Coffee Cake, Iced . . . 10		Quaker, cases 3 10		Root 11	
Cocoonut Macaroons . 18		Sago		LYE	
Cracknels 10		East India 3 1/2		Condensed, 2 doz . . . 1 60	
Currant Fruit 10		German, sacks 3 1/2		Condensed, 4 doz . . . 3 00	
Chocolate Dainty . . . 16		German, broken pkg. 4		MEAT EXTRACTS	
Cartwheels 9		Tapioca		Armour's, 2 oz 4 45	
xie Cookie 8		Flake, 110lb sacks . . . 4 1/4		Armour's, 4 oz 8 20	
Fluted Cocoonut 30		Pearl, 130lb sacks . . . 4		Liebig's, Chicago, 2 oz 2 75	
Frosted Creams 8		Pearl, 24 1lb pkgs. . . . 6		Liebig's, Chicago, 4 oz 5 50	
Ginger 8		Liebig's Imported, 2 oz 4 55			
Ginger Sams, N. B. C 7		Cracked, bulk 3 1/2		Liebig's Imported, 4 oz 8 50	
Grandma Sandwich . 10		24 2lb packages 2 50		MOLASSES	
Graham Crackers . . . 12		FISHING ACKLE		New Orleans	
Honey Fingers, Iced . . 8		1/2 to 1 in 6		Fancy Open Kettle . . . 40	
Honey Jumbles 11		1 1/4 to 2 in 7		Choice 35	
Iced Happy Family . . 12		1 1/2 to 2 in 9		Fair 26	
Iced Honey Crumpet . 10		2 to 3 in 11		Good 22	
Imperial's 8		3 in 15		Half barrels 2c extra.	
Indian Belle 15		Cotton Lines		MINE MEAT	
Jersey Lunch 8		No. 1, 10 feet 5		Columbia, per case . . 2 75	
Lady Fingers 12		No. 2, 15 feet 7			
Lady Fingers, hand md 25		No. 3, 15 feet 9			
		No. 4, 15 feet 11			
		No. 5, 15 feet 12			
		No. 6, 15 feet 12			
		No. 7, 15 feet 15			

6	7	8	9	10	11
MUSTARD Horse Radish, 1 dz...1 75 Horse Radish, 2 dz...3 50 Bayle's Celery, 1 dz... OLIVES Bulk, 1 gal. kegs...1 00 Bulk, 3 gal. kegs...90 Bulk, 5 gal. kegs...90 Mansanilla, 7 oz...80 Queen, pints...2 35 Queen, 19 oz...4 50 Queen, 28 oz...7 00 Stuffed, 5 oz...90 Stuffed, 8 oz...1 45 Stuffed, 10 oz...2 30 PIPES Clay, No. 216...1 70 Clay, T. D., full count...65 Cob, "O. 3"...85 PICKLES Medium Barrels, 1,200 count...5 50 Half bbls., 600 count...3 25 Small Barrels, 2,400 count...7 25 Half bbls., 1,200 count...4 25 PLAYING CARDS No. 90, Steamboat...85 No. 15, Rival, assorted...20 No. 20, Rover enameled...60 No. 572, Special...1 75 No. 98, Golf, satin finish...2 00 No. 808, Bicycle...2 00 No. 632, Tourment whist...25 POTASH 48 cans in case...4 00 Penna Salt Co.'s...3 00 PROVISIONS Barreled Pork Mess...13 00 Fat back...14 00 Fat back...14 50 Short cut...13 75 Bean...18 00 Brisket...15 00 Clear Family...12 50 Dry Salt Meats Bellies...8 1/2 S P Bellies...8 1/2 Extra Stubs...8 1/2 Smoked Meats Hams, 12 lb. average...10 1/2 Hams, 14 lb. average...10 1/2 Hams, 16 lb. average...10 1/2 Hams, 29 lb. average...10 1/2 Skinned Hams...10 1/2 Ham, dried beef sets...13 1/2 Shoulers, (N. Y. cut) Bacon, clear...10 1/2 California Hams...7 Picnic Boiled Ham...11 Boiled Hams...15 1/2 Berlin Ham pr'd...8 Mince Ham...10 Lard Compound...5 1/2 Pure...7 1/2 @ 8 60 lb. tubs, advance...1/4 50 lb. tubs, advance...1/4 50 lb. tins, advance...1/4 20 lb. pails, advance...1/4 10 lb. pails, advance...1/4 5 lb. pails, advance...1/4 3 lb. pails, advance...1/4 Sausages Bologna...5 1/2 Liver...6 1/2 Frankfort...7 Pork...6 1/2 Veal...3 Tongue...3 1/2 Headcheese...6 1/2 Beef Extra Mess...9 50 Boneless...10 50 Rump, new...10 50 Pig's Feet 1/4 bbls., 40 lbs...1 10 1/4 bbls., 40 lbs...1 80 1/4 bbls., 40 lbs...1 75 1 bbls...7 75 Kits, 15 lbs 1/4 bbls., 40 1/2...1 65 1/4 bbls., 40 lbs...3 00 Casings Hogs, per lb...26 Beef rounds, set...15 Beef middles, set...45 Sheep, per bundle...70 Uncolored Butterine Solid, dairy...10 1/2 @ 11 1/2 Roids, dairy...10 1/2 @ 11 1/2 Canned Meats Corned beef, 2...2 50 Corned beef, 14...17 50 Roast beef, 2 @...2 50 Potted ham, 1/4...45 Potted ham, 1/4...45 Deviled ham, 1/4...45 Deviled ham, 1/4...45 Potted tongue, 1/4...45 Potted tongue, 1/4...45 RICE Screenings...@ 2 1/4 Fair Japan...@ 3 1/4 Choice Japan...@ 4 Imported Japan...@ 4 1/4 Fair Louisiana hd...@ 3 1/4 Choice La. hd...@ 4 1/4 Fancy La. hd...@ 5 1/4 Saratoga or Pango...@ 4 1/2 SALAD DRESSING Columbia, 1/2 pint...2 25 Columbia, 1 pint...4 00 Durkee's, large, 1 doz...4 50 Durkee's, small, 2 doz...5 25 Snider's, large, 1 doz...2 35 Snider's, small, 2 doz...1 35 SALE RATUS Packed 60 lbs. in box Arm and Hammer...3 15	Deland's ...3 00 Dwight's Cow...3 15 Emu...2 10 L. P...3 00 Wyandotte, 100 1/2...3 00 SAL SODA Granulated, bbls...85 Granulated, 100 lb cases...1 00 Lump, bbls...75 Lump, 14 lb. kegs...95 SALT Common Grades 100 lb. sacks...1 95 60 lb. sacks...1 85 28 1/2 lb. sacks...1 75 50 lb. sacks...30 24 lb. sacks...15 Warsaw 56 lb. dairy in drill bags...40 28 lb. dairy in drill bags...20 Solar Rock 56 lb. sacks...22 Common Granulated, fine...80 Medium fine...85 SALT FISH Cod Large Whole...@ 7 Small Whole...@ 6 1/2 Strips or bricks, 7 1/2 @ 10 Pollock...@ 3 1/2 Halibut...@ 14 1/2 Chunks...15 Herring Holland White Hoop, bbls...25 @ 25 White Hoop, 1/2 bbl...25 @ 25 White Hoop, keg...57 @ 70 White Hoop mchs...@ 75 Norwegian Round, 100 lbs...3 75 Round, 40 lbs...1 75 Scaled...15 Trout No. 1, 100 lbs...7 50 No. 1, 40 lbs...3 25 No. 1, 10 lbs...90 No. 1, 8 lbs...75 Mackerel Mess, 100 lbs...13 00 Mess, 40 lbs...5 70 Mess, 10 lbs...1 60 Mess, 8 lbs...1 34 No. 1, 100 lbs...11 50 No. 1, 40 lbs...5 10 No. 1, 10 lbs...1 50 No. 1, 8 lbs...1 25 Whitefish No. 1 No. 2 Fam 100 lbs...3 50 50 lbs...2 10 10 lbs...1 00 8 lbs...82 @ 44 SEEDS Anise...15 Canary, Smyrna...7 1/2 Caraway...8 Cardamom, Malabar...1 00 Celery...10 Hemp, Russian...4 Mixed Bird...4 Mustard, white...8 Poppy...8 Rape...4 1/2 Cuttle Bone...25 SHOE BLACKING Handy Box, large, 3 dz...2 50 Handy Box, small...1 25 Bixby's Royal Polish...85 Miller's Crown Polish...85 SNUFF Scotch, in bladders...2 SOAP Central City Soap Co. Jaxon...2 85 Boro Naptha...4 00 Johnson Soap Co. Ajax...1 85 Badger...3 15 Borax...3 15 Calumet Family...3 35 China, large cakes...5 75 China, small cakes...3 75 Etna, 9 oz...2 10 Etna, 8 oz...2 30 Etna, 60 cakes...2 10 Galvanic...4 05 Mary Ann...2 35 Mottled German...2 25 New Era...2 45 Scotch Family...60 cakes...2 30 Scotch Family, 100 cakes...3 80 Weldon...2 85 Assorted Toilet, 50 car- tons...3 85 Assorted Toilet, 100 cartons...7 50 Cocoa Bar, 6 oz...3 25 Cocoa Bar, 10 oz...2 25 Senate Castle...3 50 Palm Olive, toilet...4 00 Palm Olive, bath...10 50 Palm Olive, bath...11 00 Rose Bouquet...3 40 J. S. Kirk & Co. American Family...4 05 Dusky Diamond, 50 8oz...2 80 Dusky D'nd., 100 6oz...3 75 Jap Rose, 50 bars...3 10 Savon Imperial...3 10 Dome, oval bars...2 85 Satinet, oval...2 15 Snowberry...4 00 Lau z Bros. & Co. Acme soap, 100 cakes...2 85 Naptha soap, 100 cakes...4 00	Big Master, 100 bars ...4 00 Marshall's White soap...4 00 Snow Boy Wash P'w'r...4 00 Procter & Gamble Co. Lenox, 6 oz...2 35 Ivory, 10 oz...5 75 Star...3 10 A. B. Whisley Good Cheer...4 00 Old Country...3 40 Soap Powders Central City Soap Co. Jackson, 16 oz...2 40 Gold Dust, 24 large...4 50 Gold Dust, 100-5c...4 00 Kirkline, 24 1/2 lb...3 90 Pearline...3 75 Sapoline...4 10 Babbitt's 1776...3 75 Roseine...3 50 Armour's...3 70 Wisdom...3 80 Soap Compounds Johnson's Fine...5 10 Johnson's XXX...4 25 Nine O'Clock...3 35 Rub-No-More...3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots...9 00 Sapolio, half gross lots...4 50 Sapolio, single boxes...2 25 Sapolio, hand...2 25 Scourine Manufacturing Co Scourine, 50 cakes...1 80 Scourine, 100 cakes...3 50 SODA Boxes...5 1/2 kegs, English...4 1/2 SOUPS Columbia...3 00 Red Letter...90 SPICES Whole Spices Allspice...12 Cassia, China, in mats...12 Cassia, Canton...16 Cassia, Batavia, bund...28 Cassia, Saigon, broken...40 Cassia, Saigon, in rolls...55 Cloves, Amboyna...22 Cloves, Zanzibar...20 Mace...55 Nutmegs, 75-80...45 Nutmegs, 105-10...35 Nutmegs, 115-20...35 Pepper, Singapore, blk...15 Pepper, Singap. white...17 Pepper, shot...20 Pure Ground in Bulk Allspice...16 Cassia, Batavia...28 Cassia, Saigon...23 Cloves, Zanzibar...23 Ginger, African...15 Ginger, Cochinchina...18 Ginger, Jamaica...25 Mace...65 Mustard...18 Pepper, Singapore, blk...17 Pepper, Singap. white...18 Pepper, Cayenne...20 Sage...20 STARCH Common Gloss 11b. packages...4 @ 5 31b. packages...4 1/2 61b. packages...5 1/2 40 and 50 lb. boxes...3 @ 3 Barrels...@ 3 Common Corn 20 lb. packages...5 40 lb. packages...4 1/2 @ 7 SYRUPS Corn Barrels...22 Half Barrels...24 10 lb cans 1/2 dz in case 1 55 10 lb cans 1/2 dz in case 1 50 51b cans 2 1/2 dz in case 1 65 2 1/2 lb cans 2 dz in case 1 70 Pure Cane Fair...16 Good...20 Choice...25 TEA Japan Sundried, medium...24 Sundried, choice...32 Sundried, fancy...36 Regular, medium...24 Regular, choice...32 Regular, fancy...36 Basket-fired, medium...31 Basket-fired, choice...33 Basket-fired, fancy...43 Nibs...22 @ 24 Siftings...9 @ 11 Fannings...12 @ 14 Gunpowder Moyune, medium...30 Moyune, choice...32 Moyune, fancy...40 Pingsuey, medium...30 Pingsuey, choice...30 Pingsuey, fancy...40 Young Hyson Choice...30 Fancy...36 Oolong Formosa, medium...42 Amoy, choice...35 Amoy, choice...35 English Breakfast Medium...20 Choice...30 Fancy...40	India Ceylon, choice ...82 Fancy ...48 TOBACCO Fine Cut Cadillac...54 Sweet Loma...33 Hiawatha, 5lb. pails...56 Hiawatha, 10lb. pails...54 Telegram...30 Pay Car...33 Prairie Rose...49 Protection...40 Sweet Burley...44 Tiger...40 Plug Red Cross...31 Falo...37 Kilo...35 Hiawatha...41 Battle Ax...37 American Eagle...33 Standard Navy...37 Spear Head 7 oz...47 Spear Head 14 2-3 oz...44 Nobby Twist...55 Jolly Tar...39 Old Honesty...39 Toddy...34 J. T...38 Piper Heidsieck...66 Boot Jack...80 Honey Dip Twist...40 Black Standard...38 Cadillac...38 Forge...30 Nickel Twist...50 Smoking Sweet Core...34 Flat Car...32 Great Navy...34 Warpath...26 Bamboo, 16 oz...25 X L, 5 lb...21 X L, 16 lb, pails...31 Honey Dew...40 Gold Block...40 Flagman...40 Chips...33 Kiln Dried...21 Duke's Mixture...48 Duke's Cameo...40 Myrtle Navy...14 Yum Yum, 1 2-3 oz...39 Yum Yum, 1lb. pails...40 Cream...38 Corn Cake, 2 1/2 oz...24 Corn Cake, 1lb...22 Plover Boy, 1 2-3 oz...39 Plover Boy, 3 1/2 oz...39 Peerless, 3 1/2 oz...35 Peerless, 1 2-3 oz...38 Air Brake...36 Cant Hook...30 Country Club...32-34 Forex-XXXX...28 Good Indian...23 Self Binder...20-22 Silver Foam...24 TWINE Cotton, 3 ply...22 Cotton, 4 ply...22 Cotton, 2 ply...14 Hemp, 6 ply...13 Flax, medium...20 Wool, 1lb. balls...6 1/2 VINEGAR Malt White Wine, 40 gr...8 Malt White Wine, 80 gr...11 Pure Cider, B & B...11 Pure Cider, Red Star...11 Pure Cider, Robinson...10 Pure Cider, Silver...10 WICKING No. 0 per gross...30 No. 1 per gross...40 No. 2 per gross...50 No. 3 per gross...75 WOODENWARE Baskets Bushels...1 00 Bushels, wide band...1 25 Market...35 Splint, large...6 00 Splint, medium...5 00 Splint, small...4 00 Willow, Clothes, large 7 25 Willow Clothes, med m 6 00 Willow Clothes, small 5 50 Bradley Butter Boxes 21b. size, 24 in case...72 31b. size, 16 in case...60 101b. size, 6 in case...60 Butter Plates No. 1 Oval, 250 in crate...40 No. 2 Oval, 250 in crate...45 No. 3 Oval, 250 in crate...50 No. 5 Oval, 250 in crate...60 Churns Barrel, 5 gal, each...2 40 Barrel, 10 gal, each...2 55 Barrel, 15 gal, each...2 70 Clothes Pins Round head, 5 gross bx...55 Round head, 25 gross bx...75 Egg Crates Humpty Dumpty...2 40 No. 1, complete...32 No. 2, complete...14 Faucets Cork lined, 8 in...65 Cork lined, 9 in...75 Cork lined, 10 in...85 Cedar, 8 in...55 Mop Sticks Trojan spring...90 Eclipse patent spring...85 Shearings...25 @ 80 Tallow No. 1...@ 4 1/2 No. 2...@ 3 1/2	Pails 2-hoop Standard...1 60 3-hoop Standard...1 75 2-wire, Cable...1 70 3-wire, Cable...1 90 Cedar, all red, brass...1 25 Paper, Eureka...2 25 Fibre...2 70 Toothpicks Hardwood...2 50 Softwood...2 75 Banquet...2 50 Ideal...1 50 Traps Mouse, wood, 2 holes...22 Mouse, wood, 4 holes...45 Mouse, wood, 6 holes...70 Mouse, tin, 5 holes...65 Rat, wood...80 Rat, spring...75 Tubs 20-in., Standard, No. 1...1 70 18-in., Standard, No. 2...6 00 20-in., Cable, No. 1...7 50 18-in., Cable, No. 2...6 50 16-in., Cable, No. 3...5 50 No. 1 Fibre...10 80 No. 2 Fibre...9 45 No. 3 Fibre...8 55 Wash Boards Bronze Globe...2 50 Dewey...1 75 Double Acme...2 75 Single Acme...2 25 Double Peerless...3 50 Single Peerless...2 75 Northern Queen...2 75 Double Duplex...3 00 Good Luck...2 75 Universal...2 65 Window Cleaners 12 in...1 65 14 in...1 85 16 in...2 30 Wood Bowls 11 in. Butter...75 13 in. Butter...1 15 15 in. Butter...2 00 17 in. Butter...3 25 19 in. Butter...4 75 Assorted 13-15-17...2 25 Assorted 15-17-19...3 25 WRAPPING PAPER Common Straw...1 1/2 Fibre Manila, white...2 1/2 Fibre Manila, colored...4 No. 1 Manila...4 Cream Manila...3 1/2 Butcher's Manila...3 1/2 Wax Butter, short cut...13 Wax Butter, full count...20 Wax Butter, rolls...15 YEAST CAKE Magic, 3 doz...1 15 Sunlight, 3 doz...1 00 Sunlight, 1 1/2 doz...60 Yeast Foam, 3 doz...1 15 Yeast Cream, 3 doz...1 00 Yeast Foam, 1 1/2 doz...58 FRESH FISH Jumbo Whitefish...11 @ 12 No. 1 Whitefish...@ 9 Trout...@ 9 1/2 Black Bass...12 @ 12 1/2 Halibut...12 @ 12 1/2 Ciscos or rHerring...@ 5 Bluefish...11 @ 12 Live Lobster...@ 22 Boiled Lobster...@ 23 Cod...@ 12 1/2 Haddock...@ 8 No. Pickered...@ 9 Pike...@ 7 Perch, dressed...@ 7 Smoked White...@ 12 1/2 Red Snapper...@ Col. River Salmon...13 @ 14 Mackerel...15 @ 16 OYSTERS Cans F H Counts...37 Extra Selects...37 Selects...25 Perfection Standards...24 Anchors...22 Standards...20 Favorites...19 Bulk Oysters. F H Counts...2 00 Extra Selects...1 75 Selects...1 60 Standards...1 35 Perfection Standards...1 25 Clams...1 25 Shell Goods Per 100 Clams...1 25 Oysters...1 25 HIDES AND PELTS Hides Green No. 1...8 1/2 Green No. 2...7 1/2 Cured No. 1...10 Cured No. 2...9 Calfskins, green No. 1...12 Calfskins, green No. 2...10 1/2 Calfskins, cured No. 1...13 1/2 Calfskins, cured No. 2...12 Steer Hides, 60 1/2, over 10...12 Pelts Old Wool...90 Lamb...90 @ 2 00 Shearings...25 @ 80 Tallow No. 1...@ 4 1/2 No. 2...@ 3 1/2	Wool Washed, fine...@- Unwashed, medium...27 Unwashed, fine...14 @ 20 Washed, medium...@ 32 CONFECTIONS Stick Candy Standard...7 1/2 Standard H. H...7 1/2 Standard Twist...8 Cut Loaf...9 Jumbo, 32lb...7 1/2 Boston Cream...10 Oide Time Sugar stick 30 lb. case...12 Mixed Candy Grocers...6 Competition...7 Special...7 1/2 Conserve...7 1/2 Royal...8 Ribbon...10 Broken...8 Cut Loaf...8 English Rock...9 Kindergarten...9 Bon Ton Cream...9 French Cream...9 1/2 Star...11 Hand made Cream...14 1/2 Premie Cream mixed...12 1/2 Fancy-In Pails O F Horehound Drop...10 Gypsy Hearts...14 Coco Bon Bons...12 Fudge Squares...12 Peanut Squares...9 Sugared Peanuts...11 Salted Peanuts...11 Starlight Kisses...10 San Blas Goodies...12 Lozenges, plain...9 1/2 Lozenges, printed...10 1/2 Champion Chocolates...11 Eclipse Chocolates...11 Quintette Chocolates...12 Champion Gum Drops...12 Moss Drops...9 1/2 Lemon Sours...9 1/2 Imperial...9 1/2 Ital. Cream Opera...12 Ital. Cream Bon Bons...12 20 lb. pails...12 Molasses Chews, 15lb. cases...12 Golden Waffles...12 Fancy-In 5lb. Boxes Lemon Sours...55 Peppermint Drops...60 Chocolates Drops...60 H. M. Choc. Drops...85 H. M. Choc. Lt. and Dark No. 12...1 00 Brilliant Gums, Cryst...60 A. A. Licorice Drops...90 Lozenges, plain...55 Lozenges, printed...60 Imperial...55 Mottos...60 Cream Bar...55 Molasses Bar...55 Hand Made Crms...80 @ 90 Cream Buttons...Pep. and Wintergreen...65 String Rock...60 Wintergreen Berries...55 Old Time Assorted...25 lb. case...2 50 Buster Brown Goodies 30lb. case...3 25 Up-to-Date Assmt...32 lb. case...3 50 Kalamazoo Specialties Hanselman Candy Co Chocolate Maize...18 Gold Medal Chocolate Almonds...18 Chocolate Nugatines...18 Quadruple Chocolate...15 Violet Cream Cakes, bx90 Gold Medal Creams, pails...13 1/2 Pop Corn Dandy Smack, 24s...65 Dandy Smack, 100s...2 75 Pop Corn Fritters, 100s...50 Pop Corn Toast, 100s...50 Cracker Jack...3 00 Pop Corn Balls, 200s...1 20 NUTS Whole Almonds, Tarragona...15 Almonds, Ivica...15 Almonds, California sft shell, new...15 @ 16 Brazil...13 @ 14 Filberts...12 @ 13 Cst. No. 1...14 @ 15 Walnuts, soft shelled, Walnuts, new Chili...12 Table Nuts, fancy...13 Pecans, Med...10 Pecans, Ex. Large...11 Pecans, Jumbos...12 Hickory Nuts per bu. Ohio new...1 75 Cocoanuts...4 Chestnut, New York State, per bu... Shelled Spanish Peanuts 6 1/2 @ 7 Pecan Halves...@ 42 Walnut Halves...@ 20 Filbert Meats...25 Alcanta Almonds...33 Jordan Almonds...47 Peanuts Fancy, H. P. Sins...6 Fancy, H. P. Sins, Roasted...7 1/2 Choice H. P. Jbe...@ 7 1/2 Choice, H. P., Jum- bo, Roasted...@

For a Busy January

In January you need things that will make people **START** for your store.

The familiar things you have won't do. Dollar talk is wasted, however much you promise for the dollar. For dollars look extra big after the Holiday extra spending.

Things new and always useful about which you can talk in dimes instead of in dollars—have things like that and you can get people **INTO** your store.

Once there they can be **MADE** to notice other things. But, to get them there is your January problem.

For you, therefore, in January the year-through prosperity of exclusive 5 and 10 cent stores becomes especially suggestive.

For amounts invested, these stores everywhere are the biggest money makers in their respective towns. Could a 5 and 10 cent store "on the side" fail to pay you proportionately well?

And could you add the department at a better time than **NOW**, when you have particular need for profitable things that are new, useful and low priced?

The goods and methods for success in the 5 and 10 cent business are set forth in our January catalogue—No. J526.

An "Event" in 5 & 10c Goods

Our "something different" for January is a sale of 5 and 10 cent goods, as extraordinary as our unmatched facilities for gathering values can make it.

"Get the goods" rather than "what's the cost" moves exclusive 5 and 10 cent stores in their constant search for "window goods"—such things as will look instantly big at 5 and 10 cents to the most hurried of passers by.

Yet scores of these "window goods" items are in our January offerings, all uniformly priced at 45 and 95 cents per dozen.

Over Twelve Thousand other articles—in constant demand—that can be profitably retailed at 5 and 10 cents are included in our "something different" for January.

And this January catalogue of ours also explains the methods of customers who have achieved phenomenal success in the 5 and 10 cent business.

Our catalogue is free for the asking. Just to know how you **COULD** be busy in January is interesting.

Write now for catalogue No. J526.

BUTLER BROTHERS

Wholesalers of Everything

By Catalogue Only

New York

Chicago

St. Louis

SPECIAL PRICE CURRENT 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.

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .85 6 00

BAKING POWDER



1 lb. cans, 4 doz. case 45
1 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal

10c size. 90
1 lb. cans 135
6 oz. cans 190
1/2 lb. cans 250
1/4 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



G. J. Johnson Cigar Co.'s bd.
Less than 500 \$3 00
500 or more \$2 00
4,000 or more \$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case. 2 60
35 1/2 lb. pkg. per case. 2 60
35 1/4 lb. pkg. per case. 2 60
16 1/2 lb. pkg. per case. 2 60

FRESH MEATS

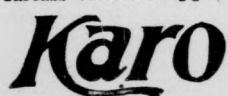
Beef
Carcaass 3 1/2 @ 6 1/2
Forequarters 4 @ 5 1/2
Hindquarters 5 @ 7
Loins 8 @ 12 1/2
Ribs 7 @ 10
Rounds 5 @ 6
Chucks 3 1/2 @ 4 1/2
Flats 3 @ 3

Pork

Dressed @ 5 3/4
Loins @ 9 1/2
Boston Butts @ 7
Shoulders @ 7
Leaf Lard @ 7 1/2

Mutton

Carcaass @ 6
Lams @ 10
Carcaass 5 1/2 @ 2



CORN SYRUP

24 10c cans 1 84
12 20c cans 2 20
6 40c cans 3 86

COFFEE

Roasted

Dwinell-Wright Co.'s Bds



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
1 lb. Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; 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 burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

STOCK FOOD.

Superior Stock Food Co., Ltd.

\$ 50 carton, 36 in box. 10.80
1.00 carton, 18 in box. 10.80
12 1/2 lb. cloth sacks. .84
25 lb. cloth sacks. 1.65
50 lb. cloth sacks. 3.15
100 lb. cloth sacks. 6.00
Peck measure90
1/2 bu. measure. 1.80
12 1/2 lb. sack Cal meal .39
25 lb. sack Cal meal. .75
F. O. B. Plainwell, Mich.

SOAP

Peaver Soap Co.'s Brands



10 cakes, large size. 6 50
50 cakes, large size. 3 25
100 cakes, small size. 3 25
50 cakes, small size. 1 56

Tradesman Co.'s Brand



Black Hawk, one box. 2 50
Black Hawk, five bxs. 2 40
Black Hawk, ten bxs. 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place Your

Business

on a

Cash Basis

by using

our

Coupon Book

System.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

if you ask us.

They are

free.

Tradesman Company

Grand Rapids

For Sale—Well established business, live town Newaygo County, with water works, electric lights, etc. Good country around. Settling up fast. Chance for hustler to get rich. Good reasons for selling. Write for particulars. M. D. Hayward, White Cloud, Mich. 126

For Sale—One 10-light acetylene gas lighting machine, complete with pipe and fixtures; in perfect order; latest model. For particulars address Cobbs & Mitchell, Inc., Springvale, Mich. 117

Black Walnuts—100 bushels, 75c f. o. b. Olney, Ill. Address F. Landenberger, Jr., Olney, Ill. 118

For Sale—Prosperous drug business. Best location in town. For particulars address H. K. Jennings, Attorney, Charlotte, Mich. 119

Valuable Formulas, by first-class confectioner and baker. Vanilla for less than \$1.25 per gallon. Baking powder manufacturer profit. Mince meat No. 1. Above recipes for \$1. Send money order to C. O. Boggs, 190 E. 41st St., Chicago, Ill. 120

Sellers of businesses send for further particulars to E. J. Darling, Business Transfer Specialist, Cadillac, Mich., Room 24, Webber-McMullen Block. 121

Wanted—A jeweler with small stock. Location in a drug store in a good town in Central Michigan. A rare opportunity. Address No. 122, Michigan Tradesman. 122

Wanted in Waterloo, Ia., a wholesale woodenware house and a second fruit and commission house. This is a fast growing city of 18,000, a jobbing center, only competition is Chicago. Four states to work from this point. I have just the building for the business with 130 feet of trackage. You'll find this worth investigating. Address A. J. Cole, Waterloo, Ia. 123

Stock general merchandise at ninety cents on the dollar, cash. Will sell all or part of stock. A. L. M., care Michigan Tradesman. 109

For Sale at a great bargain, a small, well-located and fully equipped hotel, newly furnished throughout. Located in a beautiful little city in Southern Michigan. Inquire of No. 111, Michigan Tradesman. 111

For Sale—General merchandise business including clean stock and real estate. \$14,000 yearly business. Investment \$4,500. Address E. R. Williams, Collins, Mich. 112

For Exchange—Clean stock of general merchandise \$20,000. What have you? Henry Edmister, Toledo, Ohio. 113

Wanted—Stock of goods for my South Dakota land. F. D. Richardson, Waterloo, Iowa. 114

For Sale—A Clean, up-to-date stock of shelf and heavy hardware, stoves, tinware, paints, etc.; will invoice about \$6,000. Situated on the C. & N. W. Ry. in a good farming and hog country in Northeast Nebraska; best of reasons for selling; residence for sale also. A. B. Yantis, Niobrara, Neb. 115

For Sale—A stock of groceries and fixtures. All cash trade, not a cent sold on time. Corner store, manufacturing and river town. Reason for selling, death in family. Address R. Sabel, corner Eureka and Biddle, Wyandotte, Mich. 116

For Sale Cheap if taken at once, grocery stock and fixtures, inventorying \$400. Good location. Address No. 128, care Michigan Tradesman. 128

For Sale—Shoe stock, invoices \$4,000. A good money maker. Best stand in best town in the State. Reason for selling, other business. Address No. 127, care Michigan Tradesman. 127

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. 129

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

For Sale—A clean new stock of clothing, shoes and furnishings in a hustling town of 1,300. Two good factories and a prosperous farming country. Trade last year over \$15,000 cash. Stock will invoice about \$9,000. Ill health the cause of selling and must be sold quick. Cash deal. Address No. 161, care Michigan Tradesman. 961

For Sale—Old established dry goods and grocery business in the liveliest town in Michigan. Population 3,000. County seat and rich farming territory. Stock invoices \$8,000, but can be reduced to suit purchaser. Best location in town. Best of reasons for selling. An unusual opportunity to the party who means business. No trades considered. Cash deal only. Address No. 69, care Michigan Tradesman. 69

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 good stock jewelry, musical goods and sewing machines. A fine location. County seat, Oceana Co. C. W. Slayton, Hart, Mich. 93

A small block of stock still left of the Kentucky Coal Company, of Union County, Kentucky, at 25 cents per share, par value \$1.00, fully paid and non-assessable; when sold, this stock will be advanced to par; the output August 1, 1905, will be 2,000 tons per day. We have contracted for one-half of this entire product and are about closing a deal for the other half, when the company will be able to guarantee 12 per cent. dividend. An opportunity of a lifetime. Do you want it? Act quickly. Address W. L. Altland, Secretary, 716 Fraction Terminal Building, Indianapolis, Ind. 94

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

Wanted to buy for cash, good stock general merchandise. Particulars in reply. Address No. 999, care Michigan Tradesman. 999

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—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 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—Old established drug, paint, oil, boot and shoe business. Only other drug stock in a town of 850 population, located in the southern portion of Michigan. Good clean stock, located in brick building. Rent reasonable. Will sell cheap. Other business demanding attention, reason for selling. Address No. 48, care Michigan Tradesman. 48

For Sale—A good paying feed business, including corn meal mill. Will sell or lease property. Address Leidy S. Dupue, Washington, D. C. 39

For Sale—20 shares of 1st preferred stock of Great Northern Portland Cement Co. stock for \$1,200. Address Lock Box 265, Grand Ledge, Mich. 835

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—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

Wanted—A clothing or shoe stock or general merchandise at 100 cents on the dollar. Address No. 103, care Michigan Tradesman. 103

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

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. 809

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

Want Ads. continued on next page.

Gripsack Brigade.

By way of a fitting windup to the year 1904, the traveling men and members of the office force of Farland, Williams & Clark (Detroit), to the number of nineteen, banqueted last Wednesday evening at the Hotel Ste. Claire. Response to the toast, "The Firm," was made by Dwight A. Harrison, dean of the traveling corps.

Henry S. Bingham, for more than a quarter of a century traveling salesman for Buhl Sons' Co., of Detroit, died at his home at Jackson last Wednesday at the age of 58. He was also the President of the Jackson Corset Co. Mr. Bingham's disease had made him an invalid for some months and death came as a relief from much suffering.

Sixty salesmen of the Arithmometer Co. (Detroit) are at the Hotel Cadillac, coming from all parts of the country to attend the three days' convention to be held in the gymnasium of the company's plant at Second and Amsterdam avenues. The convention opened this morning, and automobiles take the salesmen to and from the factory. A theater party will be included in the programme, and the convention will wind up with a banquet Saturday night at the Cadillac.

E. D. Wright (Musselman Grocer Co.), who was injured in the P. M. accident on Dec. 21, is no longer confined to his bed, having recovered sufficiently to get around the house with the aid of a crutch and a cane. Mr. Wright sustained injuries to his back, his right elbow and his right knee, the latter causing him the most pain and apprehension. Unless his recovery is more rapid than he anticipates, it will be several weeks before he will be able to take up the duties of traveling salesman again. His trade is being visited in the meantime by Harry McCall.

The Lemon & Wheeler Company has made two additions to its traveling force in the persons of Hub Baker and Will S. Bowen. Will Jones, who has covered Northern territory for that house since the memory of the oldest inhabitant, has arranged to spend a well-earned winter vacation in California, and his territory will be covered in the meantime by Geo. W. Sevey. Mr. Sevey's territory will be covered by Mr. Bowen, who will continue to reside at Traverse City, the same as heretofore. Mr. Hub Baker will take his former territory, which represents about the same field he has traveled for the past twenty years for John Caulfield, the Lemon & Wheeler Company and the Clark-Jewell-Wells Co.

The second annual banquet of the sales and clerical force of the Saginaw Beef Co. and tributaries was held in the ordinary of the Hotel Bancroft Thursday evening, Dec. 29. Wm. Perkins, local manager, acted in the capacity of host. T. J. McKey officiated as toastmaster and was successful in drawing out some very bright humor from the incidental toasts which followed a very elaborate collation, after which the party repaired to the parlors, where they

were served with a rare treat in the introduction of the vocal ability of Wm. J. Brydges, who was in excellent voice. Mr. Brydges was accompanied by Warren N. Wait. The banqueting party, which comprised thirty-five people, adjourned at a late hour, expressing their deepest gratitude to those in charge of what proved to be a most successful gathering.

Clever Swindle Worked on Toledo Jobbers.

Toledo, Jan. 2.—With the exception of two houses all the jobbers in Toledo handling tobacco have been "done" out of goods to the extent of \$153.25 in the past two days. The only houses that escaped were the Dow-Snell Co. and Sam Dixon.

In "doing" the jobbing houses Wednesday and Thursday the telephone played an important part. A jobbing house would be called up and asked if it could furnish a certain kind of goods to fill a "rush" order.

A favorable reply received, the one who was "working" the jobber would state that a man would be sent over right away after the goods. In some instances it was explained that the horses were feeding, and that, as they were in a hurry for the goods, they would not wait for a wagon, but send one of the men instead. In nearly all of the cases it was represented that the goods were wanted by Berdan & Co.

C. W. Starr and Fielbach were hit twice, and both times they were given to suppose that the order came from Berdan. On Wednesday Starr was "done" for 3,000 cigarettes, and on Thursday for 1,500 more and twenty-five pounds of Duke's mixture. His loss amounts to \$23.95.

Fielbach was hit for five butts of Standard Navy and one butt of Starr, making his loss \$31.30. He is the second heaviest loser.

Hides, Pelts, Furs, Tallow and Wool.

The hide market shows an element of weakness the past few weeks. Stocks accumulate, while demand holds off for lower values. Sales have been large for future shipments, and receipts are larger than anticipated to fill. The lower prices have come to stay and a further decline is looked for. Tanners are supplied for immediate use and will not lay in for the future only at lower prices. Again, stocks are depreciating in quality.

Pelts are accumulating under the enhanced values obtained in the past; also their wool pullings have been neglected of late by manufacturers at the extreme prices attained. There is a slacking off in values. The take-off is lighter.

Furs are in good demand, with a sharp advance on some kinds to ship to the London January sales. Skunk and mink are wanted for home consumption, for shipping furs are quiet.

Tallow and greases show a better feeling, with sales at a slight advance. The market is in a good condition.

Wool is in good demand on light offerings, but no advance can be ob-

tained. Pulled wool is somewhat neglected. The new clip being near at hand creates thoughts of what prices it will bring. Prices are likely to be at the top at the beginning, but it is too early to predict the future.

Wm. T. Hess.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Jan. 4.—Creamery, fresh, 25@28c; storage, 23@25c; dairy fresh, 16@23c; poor, 12@15c; roll, 18@20c.

Eggs—Candled, fresh, 26c; cold storage, 21c; at mark, 19@20c.

Live Poultry—Chicks, 9@12½c; fowls, 10@11½c; turkeys, 16@18c; ducks, 14@15c; geese, 12@13c.

Dressed Poultry—Turkeys, 19@20c; chicks, 12@14c; fowls, 12@13c; old cox, 9@10c; ducks, 16c; geese, 12@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.

The Boys Behind the Counter.

Muskegon—Gilbert A. Coutchie has closed out his shoe business at 12 Jefferson street and taken a position in the shoe department of Rosen Bros.

Saranac—Leon B. McVeigh, who has been in the employ of Chas. E. Huhn, has gone to Wayland, where he will have charge of the dry goods and men's furnishing goods departments in V. C. Wolcott's general store. Mr. McVeigh worked for Mr. Wolcott's when he was in business in Lowell.

Cadillac—Sam L. Seaman has resigned his position in the Harry Drebin Boston store to take the management of an exclusive dry goods store at Green Bay, Wis.

One realizes the impotence of money when he tries to buy love.

Business Wants

Wanted—To trade house, store and barn, valued at \$3,500. Centrally located. Rented to good tenants, bringing extra good rate interest, for stock general merchandise, shoes or groceries. Address No. 130, Michigan Tradesman. 130

For Sale—Stock of hardware, harness and tinner's tools, all in first-class condition. One of the best manufacturing towns in Northern Michigan, situated on the Lake. The advertiser wishes to take up road work again. Address No. 131, care Michigan Tradesman. 131

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

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

For Sale—General stock, invoices about \$2,200. Cash business, \$40 per day. A bonanza. Investigating address No. 133, care Michigan Tradesman. 133

POSITIONS WANTED.

Wanted—Position as clerk and office man in retail hardware. Married; 25 years of age; can take dictation, three years' experience; salesman; office collections. Good reference, no clock watcher. Not afraid of work; employed but want opportunities for advancement. Address No. 132, care Michigan Tradesman. 132

Wanted—Position as tinner, plumber, setting and piping furnaces, all-round man in retail hardware store. Can give reference. Four years' experience. Address C. E. Ross, Morenci, Mich. 125

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

HELP WANTED.

Wanted Good Tinner—A good steady job to the right kind of man. B. W. & I. E. Hewitt, Maple Rapids, Mich. 129

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

AUCTIONEERS AND TRADERS

Merchants—We can convert any portion of your stock (no matter how old) into cash by purely legitimate business methods at a profit to you over all expense. There will be no ill effects of any sale of ours on your subsequent business. We also make a specialty of closing out stocks of merchandise at regular retail profits. Our methods must be right and results satisfactory or we could not refer by permission to Chicago wholesale houses such as Wilson Bros., Cleutt, Peabody & Co., Squires, Vandervoort & Co., John G. Miller & Co., Longenecker & Evans, Sweet, Dempster & Co. and others. Write for terms and particulars. Correspondence confidential. When writing give estimate on size of stock. C. N. Harper & Co., Quick Sale Specialist, Room 210, 87 Washington St., Chicago, Ill. 124

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 3½ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Modern Money Making Methods

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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."