

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, JANUARY 25, 1905

Number 1114

Page 2. 4. 5. 9. WIDDICOMB BLDG. GRAND RAPIDS, 17. 18. WE FURNI URNISH PROTECTION AGAINST PROTECTION AGAINST WORTHLESS ACCOUNTS AND COLLECT ALL OTHERS 20 22. 24. 26 30 **Collection Department** 32. R. G. DUN & CO. 34 Mich. Trust Building, Grand Rapids 36 38. 39. Collection delinquent accounts; cheap, ef-ficient, responsible; direct demand sys-tem. Collections made everywhere for every trader. C. E. McCRONE, Manager.

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

Have Invested Over Three Million Dollars For Our Customers in

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ustomer. Our plans are worth investigating. Full formation furnished upon application to CURRIE & FORSYTH fanagers of Douglas, Lacey & Company ro23 Michigan Trust Building, Grand Rapids, Mich.



SPECIAL FEATURES. e. Window Trimming. Around the State. Grand Rapids Gossip. Grain Margins. Editorial. Fireside Memories. Railway Rate Regulations. Wild Oats Wild Oats Clothing. Woman's World. Butter and Eggs. Right Living. Grasp of Grafters. Looking Backward. Watching the Clock. Drawing Trade Drawing Trade. Nature of Alcohol. Clerks' Corner. Editors Success. Dry Goods. New York Market. Commercial Travelers. 40. Drugs. 42. Drug Price Current Grocery Price Current. Special Price Current. 46.

ALL IN THE FAMILY.

It is doubtful that any expenditure of the Federal government is more cordially or generally approved by the people of the United States than that devoted to the increase of the navy. There are good reasons for this, and more of them than usually are recited. It is true that the interests of the nation require the creation and maintenance of a strong navy. The protection of its citizens throughout the world, its insular possessions, the Panama canal that is to be and the preservation of peaceeach of these in itself is sufficient cause for the United States having a strong arm on the seas.

Wise statesmen rightly urge the building up of the navy as a policy for the maintenance of peace. The war with Spain underscores this view. Had the United States possessed in 1898 the twelve first-class battleships it now has in commission, it is quite improbable that Spain would have compelled us to war. The Spaniards believed their navy, at least, equal to ours, which then had but four firstclass battleships, of which one was away upon the Pacific. That brief war cost, say \$250,000,000 in money, good many lives, entailed the bother of the Philippines with an attendant and continuous cost in blood and money. The eight battleships put into service since its close cost, equipped, not far from \$6,000,000 each, a total of \$48,000,000. As premiums on a policy of peace they would have saved on first cost at least \$202,000,000. And the cost and losses attending the war with Spain are not to be mentioned in comparison with the burden a war with a firstclass power would entail.

But there are good reasons why navy increase should be popular, as material. The navy is wholly an any reasonable needs. It is remarka- upon its resources.

American institution. From keel to ble that the outgo of \$44,000,000 of wireless telegraph mast it is a home creation. Every dollar expended in its building and maintenance goes into American pockets. The bulk of the millions appropriated for navy increase is paid in wages to American labor-in iron and coal mines, in forests, in blast furnaces, rolling mills, plate mills; in armament plants and ammunition plants; transportation employes benefit from the increase of business; and then come the thousands of employes, skilled and unskilled, in the ship building yards and the men who man the completed craft. The greater number of these employes along the line, from the mine to the completed service warship, are men with some one, or more, dependant to support, children to educate. Their wages go to the merchant, the grocer, the teacher; help to build and maintain churches and libraries; their savings go into institutions which pass them on to individual or corporate use in erecting homes, enlarging old employment opportunities or founding new ones.

In a word, the money devoted to the building up of the navy is diffused among the American people and goes into various channels of their life, trade and industry. It requires service rendered, feeds, clothes, educates and enriches. And as the fashioned product serves to dignify the nation and assures peace, why haggle over naval expenditures? Why, when fronting the need of economy in public expenditures, center upon the navy bill and cut the recommendations for new ships? Public buildings and river and harbor improvements are all well in their way, but there isn't a tithe of benefit for the American people in these that there is in building up the navy, leaving entirely out of the count in behalf of the latter the encouragement it carries for National commerce.

GENERAL TRADE REVIEW.

While there are considerable irregularity and many sudden declines in the Wall Street markets movement as a whole is toward higher levels, until the average of sixty leading railways makes a record above any last year and comes within \$1 of the highest point in 1903. All domestic factors are favorable to further advance, but, of course, there must be a hesitation at least while foreign political complications are so serious. Among favorable conditions to be noted railway earnings continue to make the most favorable comparisons, reports of industrial activity in almost every field are most assuring and money rates continue low enough apart from those usually considered to indicate that there is enough for

gold in three months, on account of the great foreign demand, and even heavy calls by the Secretary of the Treasury from the Government deposits in National banks, should not appear to affect rates.

Naturally the most unfavorable factor in any section of the country is the low price of cotton as affecting the South. It would be impossible that with so great a decline some would not be caught on the wrong side of-speculation, and so failures in that region are rather numerous. Yet, taking the country over, the failures are less than a year ago and bank exchanges make a favorable comparison.

The lack of foreign movement of wheat is partially offset by a greater demand for corn, a fact of decided significance not only in the present situation but of great importance in the probable development of future markets. The low price of cotton is not moving the staple as would be expected, largely on account of the holding back on the part of growers. It would seem to be a mistake not to supply foreign demand, so as to keep the market, but selfish human nature can hardly see so far as this. Fall River operators are going to work in large numbers. Barring some railway labor disputes the country is unusually free from this kind of disturbance.

Among industries iron still maintains a strong lead. Future demand is becoming so far assured that addiditional plants are being established in the leading centers. Among textiles wool still takes the lead in activity notwithstanding a further advance in quotations. In cotton the proportion of idle spindles is steadily decreasing, but buyers have lived so long from hand to mouth that it is difficult to begin to buy in normal quantities. This would probably be changed if the staple should begin to advance in price. Buyers are reported numerous in the Eastern footwear markets, but orders are not as liberal as anticipated.

With the close of the Exposition, St. Louis finds itself overrun by people out of work and in need of assistance. The Exposition attracted mechanics and other workmen from all parts of the country, who are now in idleness and without funds to take them elsewhere. The number of boys who ran away from home in order to see the Exposition is said to be remarkable. They want to go home, but lack the means. The charitable organizations of St. Louis are overwhelmed by the demands upon them, and altogether the city is feeling the effects of the extraordinary strain





Wall Paper and Jewelry Exhibits Especially Noteworthy.

Really, with the weather so inclement as it has proved itself to be the past week. I would think that the window trimmers would lose heart in the prosecution of their work, for truly the majority of pedestrians have been in such a hurry to get under cover, away from the slush and the snow and the cold. that windows have not received as much of their attention as they have deserved. But they had to be trimmed just the same. *

Sometimes, by varying one window, or a part of it, the whole store front seems to have been rearranged.

This week Leonard Benjamins' side walk show case has been fixed differently from last week and it gives the impression that the goods have been changed in the two large windows, also, which is not the case. The glass receptacle contains not another thing but socks, mostly brown and gray. They are very neatly placed and this care forms the attraction of the exhibit, as the goods themselves are not expensive.

* * *

The Candy Kitchen's windows always look neat and clean. One of them this week contains only rows of open boxes of marshmallows alternating with rows of tiny red and brown leatherette suit cases (closed). The colored suit cases cause the white boxes to stand out prominently.

An announcement reads: Fresh Marshmallows In boxes All the time. toc & 20c per box. * *

Starr & Gannon are displaying a card in their windowful of sack coats which gives this information:

Suits 20 per cent. Discount. This means a greater saving Than you can possibly get Elsewhere, Owing to the Very small Profit

At which we always

Mark our goods. Starr & Gannon Co.

All the coats have a tag with the former price printed on it and the present 1-5-off price.

Herpolsheimer has three outside cases filled respectively with fancy silk belts, Kady suspenders and the Delineator and sheet music. In one of the large windows is an attrac-tive line of rough-surfaced dress goods for tailormade suits, at prices which should cause things to get busy at that particular counter. For instance: \$1, now 79c; \$1.75, now 98c; \$1, now 49c; \$2, now 79c.

It is always well to call attention

to some one characteristic that distinguishes an article from its fellows, as, on the card accompanying the Kady suspenders it says: "Notice the back strap." This is likely to stick in the memory of a person buying suspenders.

You wouldn't imagine that a big space occupied with simply negligee shirts would be especially noticeable, and yet the arrangement may be such as to be very effective. These shirts are the exclusive object in a large space in the west Herpolsheimer window. They are ticketed at the odd cent-59-and go in the Blue Tag Sale now on at this store.

* * *

The Puritan shoe store has made use of Turkish toweling for the floor covering of its windows this week, and I wonder why more shoe places do not employ this clean-looking appropriate stuff. The men's shoes are marked thus: Were \$2.98, now \$1.98. * * *

The Harvey & Seymour Co.'s window is always interesting. Some good pictures may be seen here at all times, and many are the shabbily dressen men and boys who stop and view these. The criticisms they express are just and show that they know something besides rough toil. People who love children will smile at the dear little baby climbing up the steep stairs and looking over its shoulder in wide-eved terror. On the side of the picture one reads:

"On the dark stair Where a bear is so liable to Follow one."

I must mention one of the pictures especially-a Holland interior. Everything is carried out faithfully to the smallest detail. Three Hol land girls are at a table drawn up to the side of the wall under a small paned window. The table is covered with a lace-trimmed spread. There are posies in flowerpots on the window ledge. One of the girls has risen and is telling something to the other two and a young man seated at the end is also listening with all his ears to what the speaker has to say. It is all so realistic that one is loth to turn away. The girls have served the young man with a big piece of bread or cake which is poised in his hand as he stops eating to listen.

Wall paper plays a conspicuous part in this window display. Some two-toned figured red and two-toned green striped papers are very tasty. One can not go far wrong in selecting this sort of paper for carrying out a red or green room, if appropriate to the furnishings. Several samples of forest paper are also exhibited. These are many times too dark to make a cheerful room, but if one gets a paper of this sort with a yellow light glinting through the leaves the effect does not create a morbid feeling.

The J. C. Herkner Co. has such a magnificent stock to select from that it is small wonder that the windows are charming to old and young, rich

is taken of the interest in the birthstone of the current month-the garnet--to present many beautiful specimens of this gem, both cut and in the rough. The cards attached to the different groups show the locality whence they come: Alaska, Arizona, Mexico, Massachusetts, Maine, Canada and The Alps. There is also an open package of rare South African garnets, "Taken from Great Kimberly Diamond Mine by Gardner Williams, General Manager."

A group of four fine garnets are of most unusual colors-green, yellow, pink and one is marked "Ruodolite." The garnet signifies "constancy."

In the east window of this jewelry firm are a number of handsome obiects. One is a silver mug with two handles fashioned out of stag's horns. These are silver tipped and the ends curve around either side to the base.

Healthy Condition of the Hardware Market.

Orders for all lines of general hardware are now being booked by manufacturers and jobbers more freely than at any time since the beginning of the new year. Many of the leading wholesalers and retailers have covered the bulk of their requirements for the present, but are still placing small supplementary con-The heavy and shelf goods tracts. which were slow in responding to the increased cost of iron, steel and copper are now tending toward higher prices and are being held very firmly wherever their quotations have not been actually advanced. The trade in spring and summer goods is beginning well, despite the recent cold weather, while moderate-sized reorders for skates, sleds, snow shovels and other winter merchandise are still being booked. Articles containing rubber are being advanced rapidly in price as a consequence of the sharp increase in the cost of crude rubber. The business in pipe, elbows, registers, hods and stove and furnace fittings continues exceptionally active, but as the prices of registers have remained low, even after the last advance, the profits are still rather small. The outlook for the remainder of this month and during the first quarter of the year is considered excellent and the trade is expecting a profitable business throughout the entire year.

Pig Iorn-After consideration of the recent sale of 50,000 tons of Bessemer iron to the Cambria and the Lackawanna Steel companies at prices averaging \$15.50 at the furnace. Pittsburg pig iron interests are inclined to view the transaction in a more favorable light than they did when the facts of the sale were first made public. The fear that the unloading of this enormous tonnage at prices so much below those generally asked by the valley producers might lead to a general demoralization of the Bessemer market has now given way to general rejoicing over the fact that the heretofore heavy speculative holdings are almost exhausted, so that further sales at such a figure and poor alike. This week advantage will be practically impossible. The lost.

announcement that the Steel Corporation is in the market for another big tonnage of Bessemer and basic, aggregating about 100,000 tons, proves that the demand for these steel-making grades of pig iron is increasing daily, owing to the inadequacy of the furnaces controlled by the steel companies themselves to supply their own mills.

Steel-The pressed steel car makers have booked so many large orders with the railroads that they are beginning to experience considerable difficulty in obtaining the enormous tonnages of steel plates which they require in order to fill all their contracts on time. The finishing mills assert that they can no longer ship the bulk of their products to the car interests, as a continuation of this arrangement would be unfair to the consumers of other steel products who are clamoring for deliveries on their contracts, which are in many instances four to six weeks behind hand. The Steel Corporation and other leading producers have, therefore, decided to make their future shipments entirely pro rata, rather than by priority of specifications.

Tin-The continued absorption of spot supplies of pig tin and the inadequate arrivals from abroad caused sensational advances in prices of the small available supplies in this country last week which also raised the prices of the January delivery. The belief that the aggregate shipments from the Straits and other foreign ports will be greatly augmented next month, however, resulted in a further weakening of the forward deliveries. The stiffening of spot prices and the further weakening of futures were not affected by the course of the London market, which was very irregular.

Copper-While the takings of European, Chinese and Japanese consumers were not as extensive last week as they were in the banner months of October and November of last year, domestic purchases were decidedly larger and prices were well maintained by leading producers in the belief that the home melting alone would prove sufficient to exhaust the current productions, even although the output is increased considerably. The foreign demand, however, has not ceased entirely, but is somewhat limited owing to the fact that the European consumers are generally well provided with supplies for some time. The German manufacturers are compelled to curtail their operations considerably because of the coal strike in that country, but this difficulty will probably be eliminated within a few weeks, and it is expected that these consumers will then join the English and French purchasers in placing even larger contracts than formerly.

It is well to pay more attention to the dimes than the dollars. Look well after the dimes and the dollars will be apt to take care of themselves. -

Time is a most valuable jewel, which can not be replaced when once

Good Storekeeping

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.



Movements of Merchants.

Whitehall-Jos. D. Sturtevant is closing out his grocery stock. Perry-Michael McNamara, tinner,

is succeeded by J. B. Lockwood. Saginaw-Miller Bros. succeed Miller & Duff in the grocery business.

Charlotte-Carl Woodcock & Co. have purchased the harness stock of the Dolson Implement Co.

Big Rapids-Gust Hinschman has engaged in the confectionery business.

Lowell-Pickard & Co. succeed Andrews & Pickard in the meat business.

Kenton-C. B. Kroll has added a line of bazaar goods to his general stock.

Fre mont-John Timmer succeeds Barnard & Shaw in the dry goods business.

Clare-Geo. Ripenburg succeeds Geo. W. Lee in the feed, hay and grain business.

Saugatuck-Frank Flint has rented the Francis building and will occupy it with a harness stock.

Brighton-A new clothing store has been opened here under the management of A. Hillman, of Holly.

Eaton Rapids-Kling & Briggs will be succeeded by Briggs & Wheeler in the grocery and bakery business.

Gagetown-Winchester & McGinn succeed L. C. Purdy, dealer in hardware and agricultural implements.

Ypsilanti-Trim & McGregor have purchased the dry goods stock of P. Hayes, at Marshall, and have removed it to this place.

Detroit-John A. Campbell will continue the wall paper and paint business formerly conducted by Campbell & Pocock.

Pontiac-The clothing stock of Joseph Barnett, bankrupt, has been sold at auction to A. Jacobs, of Detroit. It was bid in at \$4,330.

Grant-F. L. Voigt has purchased the grocery stock and meat market of Pickett & Colligan and will continue the business at the same location.

Cedar Springs-C. V. Weller has sold his brick store building to S. E. Andrus. It will be occupied by Mrs. B. L. Andrus with a general stock.

Jackson-The business of the Smith & Winchester Hardware Co. will be conducted in the future under the new style of the Smith-Winchester Co.

Freeland-Lewis, Merriam & Munger succeed Lewis & Bullock, who formerly conducted a general store and agricultural implement and grist mill business.

Marquette-A. E. Archambeau has purchased the interest of L. Getz in the clothing stock of Archambeau & Co. and will continue the business at the same location.

Boyne City-S. E. Edelstein has purchased the interest of Leo Edelstein and W. E. Rosengarten in the Leo Edelstein Co. and will continue the business at the same location.

Mackinaw City-D. W. Willets, who recently sold his general stock here to G. M. Harris, has gone to Flagstaff, Arizona, where he expects to engage in the grocery business. Sidnaw--Fred E. LeVine has decided to close out his dry goods business here and move with his family to Ontonagon, where he will join Jacob Muskatt, a former merchant of this place.

Lowell-Charles Althen, who has been engaged in the clothing business at this place for the past thirtyseven years, has sold his stock to Martin E. Simpson, late of St. Johns, who will continue the business at the same location.

Port Huron-The B. C. Farrand shoe stock will be sold at auction by the trustee Jan. 26. The sale will be for cash. The assets will first be offered in parcels and then in bulk. If the bulk bid is higher the sale will be made to the highest bidder.

Monroe-John P. Morgan died at Ann Arbor Monday. Mr. Morgan was a well known resident of this city and for a number of years was a prominent groceryman on Washington street. His remains will probably be brought here for interment. Ishpeming-Isaac Gustafson, who conducted a retail meat business here a number of years, prior to about three years ago, when he went to Nome, Alaska, to take a position with the Pioneer Gold Mining Co., will reengage in the meat business within a few weeks. Ever since Mr. Gustafson went out of business his block at the corner of Cleveland avenue and Third street has been occupied by August Hendrickson. The latter will move his market to the building adjoining his general store, where he now conducts his retail bakery business. The latter will be moved to his grocery department.

Zeeland-B. Van der Heide has sold his dry goods, grocery and crockery stock to J. Van Den Bosch & Co., who have consolidated the stock with their own. The store building occupied by Mr. Van der Heide has been leased to Haan Bros., who will occupy it with a drug stock.

Kalamazoo-Henry Stern died at his home here Sunday night of heart failure after an illness of a few hours. He was engaged in the clothing business in this city in 1849 and conducted a store here until a few years ago, when he sold it to spend his remaining days in retirement. Mr. Stern was a native of Germany and was 75 years of age.

Manufacturing Matters.

Detroit-The Lawrence Corset Co. is succeeded by the Slyph Form Corset Co

Pontiac-The Pontiac Knitting Co. has increased its capital stock from \$50,000 to \$100,000.

Milan-The Detroit Register Co. has removed its place of business from Detroit to this place.

Evart-The business of the Champion Tool & Handle Works will be continued under the new style of the Champion Tool & Handle Co. Detroit-The Collapsible Centering Construction Co. has incorporated full capacity. A beet receiving sta-

L. Robinson and Paul Heinze.

Sault Ste. Marie-John Heingles has purchased the cigar factory formerly owned by Andary Brothers and will conduct the busines hereafter.

Vermontville-At the annual meeting of the Vermontville Creamery Co. a dividend of 6 per cent. was The dividend voted on the stock. this year is smaller than usual, owing to the fact that a new well was put down and new and improved machinery place in the plant.

Detroit-The Wistaria Co. has been organized with \$100,000 capital stock, of which \$1,000 is paid in in cash and \$50,000 in other property, including formulas, etc., for making Remedies." 'Wistaria Antiseptic Mrs. Florence Hunter, Philip Mothersill and John M. Barton are stockholders.

Bailey-The Bailey creamery has changed hands, Mr. English having sold it to L. E. Clintsman, who, in turn, sold a two-thirds interest to H. Barnum and George Seaman. The new firm will be known as the Bailey Creamery Co, L. E. Clintsman, President; H. Barnum, Treasurer; George Seaman, Secretary.

Muskegon-By acquiring by recent purchase 1,000 acres of timber land in Missaukee county the big sawmill of F. Alberts & Sons is assured of a run of three years longer. The plant will be overhauled this winter and much new machinery installed. The tract is one of the few remaining in Western Michigan and the logs will be brought here by rail and water.

Detroit-The Betts Adder & Manufacturing Co., organized for the purpose of manufacturing adding machines and other metallic devices, has incorporated with a capital stock of \$50,000. The stockholders are John W. Lynde, Joshua D. Martz, Franklin T. Betts, of Defrance, Ohio, and Charles B. Whitman, of Detroit. F. T. Betts also holds a number of shares in trust.

Detroit-The Michigan Macaroni Co., Ltd., is succeeded by the Michigan Macaroni Co., capitalized at \$40,000, of which \$30,000 is common stock and \$10,000 preferred stock. Of the common stock, \$10,000 has been paid in in cash and of the preferred, \$1,500 in cash. The stockholders are Oscar M. Springer, trustee, Fred S. Hall, Charles F. May, N. D. Carpenter and Thomas J. Navin.

Saginaw-As result of a meeting of stockholders of the Saginaw Valley Sugar Co., held here Monday, the local beet sugar industry will be put on a firmer and more satisfactory basis than ever before. The unwisdom of erecting two large factories at this point has been recognized for some time, and the company has therefore decided to dismantle the Saginaw plant and sell its fine equipment of machinery and appliances to projectors of some plant in the West. Just to whom the sale will be made is yet undecided. The Carrollton factory, with a capacity of 800 tons of beets per day, will be operated to its with a capital stock of \$30,000. The tion will be continued at the Saginaw

stockholders are R. H. Muhle, Frank factory for the convenience of farm-

Detroit - The Everlasting Steel Casket Co. has been organized with a capital stock of \$250,000. Of this \$80,200 has been paid in, \$200 in cash, and the remainder in patents owned by Louis I. Lefebre and turned over to the company. The stockholders are Louis I. Lefebre, Thomas S. Richard, Grove H. Secor and L. I. Lefebre, trustee. A contract has been let to the Toledo Tool Co. for the construction of stamps and dies to be used in turning out the steel burial caskets, which will be in four pieces, and will be disposed of at a cost but little higher than wood The steel casket will make an indestructible resting place for the dead. The plant is to be built on the railroad near Gratiot avenue and will turn out from 5,000 to 7,500 caskets a year.

Good Time Ahead for Grand Rapids Grocers.

The programme, so far as arranged, for the annual banquet of the Grand Rapids Retail Grocers' Association next Monday evening, will be as follows:

Invocation-Mel Trotter.

Discussion of Menu. Address of Welcome-President

Fred Fuller, who will introduce E. A Stowe as toastmaster.

Success of a Successful Grocer-G. H. DeGraaf.

Father Phil's Subscription List-Fred J. Ferguson.

Relation of the Produce Merchant to the Retail Grocer-Clifford D. Crittenden.

The Retail Grocer-J. Geo. Lehman.

The Traveling Man-Manley Jones. Other topics will be added later. Music will be furnished by Heald's orchestra.

There is a project under consideration to utilize the tides of the bay of Fundy to produce electric power. It is declared that a power greater than that of Niagara can be developed. These tides rush with tremendous power into the estuaries which fill at the full the beds of little brooks in New Brunswick and Nova Scotia, which are thereby made rivers. There is a head of from 35 to 40 and even 50 feet in the tributaries of the basin of Minas. and at Moncton in New Brunswick, east of that basin, there is a height of 30 feet attained beyond the great "bore," which tourists go there to witness.

People who hope for the best do most to secure it.



pon receipt of our direct de-



H. W. Williams has opened a grocery store at Plainwell. The stock was furnished by the Worden Grocer Co.

E. J. Cheney has engaged in the grocery business at 1241 South Division street. The Worden Grocer Co. furnished the stock.

M. L. Bloom has sold his grocery stock at 149 West Bridge street to Gustaf and Otto Hokanson, who will continue the business under the style of Hokanson Bros.

Cornelius H. Jongejan has puschased the interest of his late partner's estate in the drug stock of Schepers & Jongejan, corner of Fifth and Grandville avenues, and will continue the business in his own name.

J. E. Poland has sold his interest in the Grand Rapids Monument Co., comprising 2,500 shares, to H. B. Vandercook and Joseph Wenzel, Jr. Mr. Vandercook is President of the corporation and Mr. Wenzel is Secretary and Treasurer.

Leendert Luikaart, who has been engaged in the grocery business at 576 West Leonard street for the past twenty-two years, has transferred his stock to his sons. Cornelius and John, who will continue the business under the style of Luikaart Bros.

The Worden Grocer Co. has completed the transfer of its merchandise to its new store building and the office equipment and force wil probably be removed the latter part of the week. The new building is a model establishment in every respect, including features and conveniences which will enable the company to facilitate the work of handling merchandise to the greatest possible extent.

At the regular meeting of the Master Butchers' Association of Grand Rapids, which will be held in the Board of Trade rooms Thursday evening. Feb. 2, addresses will be made by Mayor Sweet and Health Sol. Hufford, who Koon. Officer holds the exalted position of Second Vice-President of the Master Butchers of American, will install the new officers. Standing committees will be appointed for the ensuing year and definite arrangements will be made for the annual banquet, which will probably be held sometime during March.

The programme for the annual banquet of the Grand Rapids Retail Grocers' Association has not yet been completed, but all the other preliminary arrangements have been consummated and every indication leads to the belief that the affair will be high-grade in every respect-except, perhaps, the toastmaster. No invitations will be issued, but every one identified in any way with the grocery

trade will be welcomed on the basis of \$1 per plate. The banquet will start promptly at 7 o'clock and the toastmaster is under bonds to hold the orators and entertainers down so that the programme may be completed by 11 o'clock.

The Produce Market.

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

Bananas-The price hovers around \$1 for small bunches and \$1.50 for large.

Beets-40c per bu.

Butter-Creameries are strong at 201/c for choice and 30c for fancy. There is no precedent for such a price at this particular time. There is a feeling, however, that the top of the market is about reached. The receipts of young veal would indicate that milk is flowing more plentifully and that soon the production of butter should be larger. The Eastern markets are very high, however, and until they can be pulled down somewhat this market can not get much lower-and stay there. Receipts of dairy grades are not over one-third what they were a year ago now. Considerable old, stale, held butter is coming in, mixed with fresh butter, showing that the farmer is not averse to holding back his butter for the top price. No. I is strong at 22@23c and packing stock is firm at 17@18c. Renovated is steady at 22@23c.

Cabbage-50c per doz.

Carrots-40c per bu. Celery-25c per doz. bunches.

Cranberries-Howes, \$8 per bbl.; Jerseys, \$7.25 per bbl.

Eggs-Local dealers pay 22c for fresh and hold at 23@24c. Storage Reeggs are about cleaned out. ceipts are liberal, but a large percentage of them include salted and pickled eggs. Whole cases, when candled, will sometimes show but dozen or even less of eggs that can be put in the first grade. Prices are governed by the weather conditions. Local jobbers are loth to pay high prices for fresh eggs, because the market is purely speculative. February usually sees a reasonably high egg market ad certainly this year, with the hens doing so little and so many of the storage eggs marketed, there should be some chance to force fresh up to the high figures which ruled last year. However, if the hens should suddenly get very busy there is no telling what the market might do.

Game-Dealers pay \$1@1.25 for pigeons and \$1.10@1.20 for rabbits.

Grapes-Malagas, \$5@5.50 per keg. Honey-Dealers hold dark at 10@ 12c and white clover at 13@15c.

Lemons-Messinas fetch \$3.25; Californias command \$3.25.

Lettuce-Hot house is steady at 12c per tb.

Onions-The market is strong and steady on the basis of 85c per bu. Oranges-Floridas fetch \$2; California Navels command \$2.65 for

fancy and \$2.50 for choice. Parsley-45c per dozen bunches for hot house.

Potatoes-The situation is discour-

aging. Local buyers pay 18@20c, but developed in tomatoes. There is are not anxious to increase their stores, even at that price.

Pop Corn-90c for Rice.

Poultry-The market is strong on all lines except chickens and fowls, which are somewhat weaker than a week ago. Chickens, 10@11c; fowls, 9@11c; young turkeys, 18@20c; old turkeys, 17@18c; young ducks, 14@ 15c; young geese, 10@11c; squabs, \$2.25@2.50.

Radishes-25c per doz for round and 30c for long.

Squash-11/2c per th. for Hubbard. Sweet Potatoes-Kiln dried Illinois are steady at \$3.50 per bbl. Turnips-4cc per bu.

The Grocery Market.

Sugar-Refined grades are now higher than they have been since the spring of 1891, when tariff changes were imminent. The highest previous quotation for granulated since the present tariff went into effect was 5.89c net cash in August, 1900, when stocks in principal countries were Withdrawals against outsmall. standing contracts are good, causing a delay in the deliveries by some refineries, particularly Howell's. New business has been only fair and rather limited, because buyers generally have already engaged supplies for thirty days ahead. A few of the strongest buyers, however, who are confident of much higher prices during the season, are placing large orders, being prepared to take and pay for the sugars when contracts mature, which they expect the refiners will require them to do. Price guarantees are still withdrawn.

Coffee-There are slight reactions occasionally in the option market, but they do not mean anything. The cheaper grades of coffee are in very strong hands and they can do about as they please with them. Some jobbers are predicting advances soon, while others are more conservative. The demand is excellent and higher grades are bought more freely now that the lower grades are held so high. The difference is narrowing so that grocers take the top grade in preference.

Tea -The market is strong. The demand has been good and the price firm. It is not now possible to get concessions on anything desirable, and this is largely due to the shortage in this year's supply. There have been no changes to report during the week.

Canned Goods-Corn is dull, and the situation is weak. Much lower prices are expected by everybody. There have been some sales of futures, but most jobbers are not interested as the weight of the enormous pack is heavy on the market. Future corn is selling on a substantially lower basis than last year, in spite of the fact that the acreage of the coming season will be less than last year. The depression in low-grade corn can be seen from the fact that heavy sales of Maine style Maryland corn have been made during the week at 50c f. o. b. factory. Peas are selling fairly well. Prices still rule on a low level. Nothing new has thrown out to die.

a good demand for 2s, at a price relatively high as compared with the price of 3s. The latter size is still price of 3s. The latter size is still very dull. There is no demand to speak of and practically no market. Peaches are dull and unchanged. Pie peaches are in light demand and unchanged in price. The general line of California canned goods is unchanged and in light demand. The Baltimore line is also quiet and unchanged.

Dried Fruits - Currants are un changed and slow. Seeded raisins are not wanted at all. Prices are unchanged. Loose raisins are in better position than seeded, and are quoted nearly as high. The demand is good considering the supply. Apricots are scarce and stocks are very light. Prices are unchanged. The demand for prunes is fair and the price unchanged. The last advance seemed to kill what little trade there was left. Stocks are very much cut up and it is doubtful if there will be any further advance.

Baked Goods-The National Biscuit Co. has advanced the price of crackers 1/2c and sweet goods Ic per pound. The advance has been expected for several months and therefore does not take the trade by surprise.

Syrups and Molasses-Sugar syrup is unchanged. Stocks are low and the demand limited. Molasses is unchanged and the demand is very light. Prices are unchanged. The demand for compound syrup is good, and will be from now on during the balance of cold weather.

Fish--Mackerel shows no change. The demand is good and price steady to firm. Efforts to break the market, exerted by certain New York houses, on Norway mackerel seem to have had no effect beyond causing some buyers to hold off. Sardines have brisked up and have been in good demand. All concerns now make concessions on oils, but mustards are fairly firm. Cod, hake and haddock are in good demand at unchanged prices. Salmon are dull and nominally unchanged. The Pacific Packing and Navigation Co., which failed several months ago, has been reorganized with a number of new There is some evidence factories. that it will be a factor when the new season opens.

Edward Frick (Judson Grocer Co.) left last Thursday for Raton, Arizona, accompanied by a nephew from Kalamazoo, who is suffering from incipient consumption. Mr. Frick will locate his relative for the winter and return in about two weeks.

The grumbler and the man with a hard-luck story rarely forge to the front. The habitual excuse-maker for non-success in affairs is hardly ever found at the head of any great business enterprise.

C. D. Crittenden leaves about Feb. 10 for California, where he will remain about four weeks. Mrs. Crittenden will accompany him.

Earth's harvests come from seed

GRAIN MARGINS.

Prospect Which Confronts Bean Buyers of Michigan.

I do not think any one thing has been the cause of market conditions which have prevailed during the handling of the present crop, but I would rather assert that there has been a combination of unfavorable conditions which has prevailed since the beginning of the crop movement, none of which in itself could accomplish the results which have made the trade so unsatisfactory, but all taken together have kept both the buyer and the seller continually in an uncertainty as to what turn the market was likely to take next. There have been several conditions affecting values which have appealed strongly to me and I shall comment on them in a brief manner as I proceed.

1. The jobbing trade to whom we sell our beans have almost to a man been in a very pessimistic mood this season and have preached continually the doctrine of lower prices, while the shippers and handlers of beans have generally looked at the situation just the opposite way. They have reasoned that we had a light crop, comparatively, and that we started in with very light reserves of old beans. Foreign crops were light and not likely in any way to embarrass us by large importations such as we have had for the past few years. In fact, from the shippers' point of view, conditions were ideally perfect and good results were assured, but it didn't work out that way We had no sooner got started with our shipping than we began to feel the effect of distrust on the part of jobbers. We tried to counteract that with all the bright visions we could conjure up, but just as we would begin to get our customers a little educated to our views, lo and behold! some anxious shipper who had not been able to sell for a few days would cut the price wide open and everything would be off. This proces has been gone through so many times that now the jobber is pretty apt to take the opposite side of any proposition the shipper may suggest. So the jobber is confirmed in his opinion which he entertained at the beginning of the season and has only placed orders when he was actually compelled to and consequently we have had no snap to the market.

2. The season of 1904 has been radically different from the two previous seasons as regards the quality of the beans raised. In 1902 and 1903 nearly all the beans were more or less damaged by wet weather and, as a consequence, came on the market slowly, while in 1904 the early beans which reached the market first were all light shrink and the preparation for market took but little time and labor. The consequence was every elevator was running to full capacity and the beans were rushed to market far ahead of the consumptive demand and with a natural result of lower prices.

3. The increase in elevator capacity has been very marked in Michi-

years ago there were very few modern bean picking plants in the State and practically no labor saving machinery for decreasing the work of the girls, but to-day you will find well-built elevator in every hamlet, thoroughly equipped with the product of the best mechanical skill of the twentieth century; and this revolution in the methods of handling beans is having-in my judgment-a far-reaching influence on prices in every distributing center in the country. We have not felt the force of these new conditions 50 much until this last season, for the reason that we have had so many heavy shrink beans that they have, in a measure, neutralized the effect of the increased elevator capacity, but this season, starting in with light shrink stock, which at first practically required no picking, we quickly found that our capacity for business was very much larger than the consumptive demand and that we must either stop buying, pile up the beans or cut prices, and the most of the dealers seem to have chosen the latter plan.

I believe we are at a crisis in the bean industry, where new and radical methods in the handling and marketing of our crop must be adopted unless we desire to see beans handled on the prevailing grain margins.

We may have a crop next season which will require little or no picking, and such a crop, with our present elevator capacity, could be all cleaned up in ninety days from the time it began to move. (Our only protection would be that the farmers would some of them naturally hold their crops anyway.)

we should look the matter in the market entirely too fast for assimilaface and prepare beforehand to meet changed conditions. We must devise some method for the distribution of our crop in the future which will be more scientific than we have employed in the past. We must be prepared to pull together to so regulate our shipments that we may be protected from the perils of over-production. You may say that the danger is remote and perhaps it is. It will not reach us this scason, for our crop is well in hand and the stock back is heavy enough shrink. It may not reach us next season, but as sure as the sun shines, we will some season get a crop of beans that will require little or no picking, and when that time comes-unless we manage by agreement among ourselves to adapt the output to the consumers' wantswe are likely to find our elevators filled with beans and no outlet for them.

We have something over one hundred elevators in Michigan adapted to the bean business, a large percentage of them having a capacity of one carload per day of light shrink stock, and when we get them all running full blast the output is tremendous. Can we remedy any of these ills? That is what association is for and the first requisite, in my judgment, is to buy the goods right in the country. If you do that you

success, but will you do it? I fear not until we have sounded the depths of adversity.

Last season most of us made some money, and why was it? We had been through a former season of unsatisfactory trade and had seen our hopes dashed to the ground, so we started in last season to buy right, and lo and behold! we made some money--so much that some of us immediately had to buy a hat several sizes larger than we ordinarily wore, and when we started in this season we forgot the policy that had made us successful last year and proceeded to buy beans any old way-sometimes on shrinkage, oftener when the shrinkage was light at a flat price and then, when dull markets came, we were unable to sell our beans at a profit because they had not been properly bought. We held prices at \$1.40 day after day, hoping for an improvement in price, instead of cutting down to \$1.30, where we ought to have put them, and soon we had a stock of beans bought above the market which we could not sell at a profit.

I would sum up the reasons for market conditions which have prevailed this season as follows:

Undue confidence on the part of shippers in the stability of the market, which led them to overload. 2. Lack of confidence on the part of jobbers in the stability of values,

which discouraged all speculative buying. 3. Overproduction in the way of

plants and machinery for handling beans, stimulated by the successful season just passed.

4. A large part of the crop light This is a serious proposition and shrink stock, which was rushed to tion.

> Can I offer any suggestions for the improvement of present conditions?

This is a hard problem and I can only suggest a closer co-operation among bean handlers in buying. Do not feel that you must handle all the beans in your section, but counsel with your neighbor and let him have his share. Don't overpurchase. The place for the reserve stocks of the country is on the farm where they are grown and not in your elevator, where you will be tempted every day to cut prices in order to make room for more purchases. Encourage the farmer, so far as possible, to sell his beans as fast as the market requirements will absorb them, and not try to rush everything to market during the month of October, leaving nothing for the remainder of the season. In this connection it is pertinent to call attention to the fact that in the first three months of the crop movement somewhere between 60 and 70 per cent. of the entire crop was shipped, according to the opinion of various authorities who are supposed to know. This seems to me a wrong policy and one which must be fraught with danger to the bean shipper. We must devise methods to overcome this tendency, and it seems to me that the place to start is right with the farmer. and that the only way we can gan for the past few years. Ten will have gone a long way towards have stable markets is to buy just is never wholly moonshine.

what beans we can sell without cutting prices, and encourage the farmer to distribute his crop through the year, instead of rushing it to market when it can not be handled to advantage.

I think the present market conditions demand the hearty co-operation of all dealers and the intelligent study of the situation by everyone interested in the bean business know we must pull together unless we want to handle beans on grain margins and I submit that there is not yet close enough co-operation on the part of bean buyers generally. F. M. Sheffield.

Antiquity of Hooks and Eyes.

Hooks and eyes are known to have been used as dress fastenings for at least a couple of centuries, and they may have been in use for 400 or 500 years; but the date of their invention has never been traced.

George H. Cliff, who is head of a big concern which manufactures all sorts of fastening devices, has made the subject a matter of research and has found the hook and eye in its present form to have been in use early in the seventeenth century. In his travels through various lands he has examined many antique gar ments, hoping to trace the device still farther back, but, while the relics all were fitted with hooks and eyes, none of the garments was of earlier manufacture than the seventeenth century.

In Westminster Abbey Mr. Cliff came across a display of very ancient wearing apparel, which he hoped would throw further light on his researches. But the articles had been worn by royalty and the guard would not permit close inspection-not even an offer of \$5 for a look at the fastenings would tempt him. So far as Mr. Cliff could see at a distance, lacing was the method of fastening used in the garments, which were of twelfth and thirteenth century design .- Philadelphia Record.

Sentiment in Business.

Don't let any hard-fisted grinder after golden eagles persuade you to believe that "business is business" and all that any one can hope to get out of it is money. Nothing is farther from the truth.

'Business is so attractive because it is chock full of sentiment which can be made an asset." So recently wrote a contributor to the interesting literature of the day. There is lots of meat in that one little sentence.

Nearly every man has a touch of sentiment in his nature. It may be buried deeply; even when it is not, it is carefully concealed, for most men have a notion that sentiment in anything but women is ridiculous. And that is the hiding place to disclose. Find out where a man's sentiment can be touched and put little sentiment into your side of it in a position where he can see it. That is what makes business attractive and that is how it can be numbered among your assets.

The religion that scatters sunshine

Out of the Old Into the New

When the Worden Grocer Company was organized, ten years ago this month, three floors and basement in the Hawkins building were leased for ten years on the supposition that they would be large enough and roomy enough to provide for any possible enlargement and expansion of the business. This supposition held good until three years ago, when it was very clearly demonstrated that more room and more modern facilities were not only desirable, but absolutely necessary, to accommodate the business already secured, to say nothing of the increased volume and sales for which the company saw it must make ample provision. The second floor was thereupon secured, but afforded only temporary relief and a year ago it was fully decided to move to a more commodious building.

A desirable location was thereupon secured at the corner of South Ottawa and Island streets and several months were consumed in visiting the model wholesale grocery houses of the West and acquiring an accurate knowledge of the desirable features which should be embodied in a building of that character. The services of Architect Robinson were then invoked and the result is the handsome building of red pressed brick which has already become familiar to the readers of the Tradesman through the photographic representations of the exterior, as the work has progressed. It is now up to our customers, present and prospective, to call at our new place of business and inspect the interior of the establishment from top to bottom. This is a standing invitation which we trust all our friends will avail themselves of.

While the Worden Grocer Company is the lineal descendent of the oldest wholesale grocery house at this market—that of L. H. Randall & Co.—we lay no claim to recognition on that score. Rather is it our ambition to so conduct our business as to deserve the reputation of selling the best and most reliable goods at the lowest prices consistent with conservative merchandizing. A constantly increasing volume of business and a constantly expanding circle of satisfied customers is the best indication in the world that our ambition is being realized. With the increased facilities afforded us by our new building, we believe we shall be able to increase our sales and customers even more rapidly in the future than we have in the past. Every line of goods we handle is carefully selected, with especial reference to the peculiar needs of this territory, and the grocer who is in search of fresh and reliable goods at right prices will not have to look further. He will find here just what his trade requires.

If you like prompt attention, quick shipments, courteous and liberal treatment, come and see us Meanwhile, if you need goods and want them in a hurry, try our SAME DAY MAIL ORDER SERVICE—goods shipped same day order is received. A customer recently remarked concerning this feature of our business: "It seemed as though I had just got back from mailing the order when the goods were unloaded at my door." Seems rather sudden, but that's the way we do it.

Every retailer ought to be a critical purchaser. To build up a lucrative trade he must have good merchandise and at prices exactly right. There are many times during the year when he not only must have the best of groceries but wants the shipment rushed. The Worden Grocer Company has built up a large business among grocers who want and need this kind of service. All that system can do to make our service accurate and quick has been considered in the planning and construction of our new building and in the modern and up-to-date equipment we have introduced in every department. We have received many favorable comments on the quality of our goods and the promptness of our service in the past. We expect to be able to still further augment our reputation in this respect among the critical retailers of groceries to whom we cater.

All of the goods which are being sent out this week are shipped from our new building. By the end of the week we expect to remove our offices to our new location, and any time after Feb. I we shall be pleased to welcome our friends of the trade at the new store and show them over what we consider the most complete and up-to-date wholesale grocery establishment in the Middle West.

WORDEN GROCER COMPANY

Corner Island and Ottawa Streets Grand Rapids, Michigan 7



DEVOTED TO THE BEST INTERESTS OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, January 25, 1905.

TIME TO CALL A HALT.

Grand Rapids has a musical organization composed of several hundred active and honorary members, of which it is justly proud. Among other regular features the organization gives its members an annual banquet, on which occasion a musical and speech-making programme of unusual excellence is presented. Almost without exception the oratorical and musical features have been high grade, reflecting credit on the organization and imparting pleasure to all so fortunate as to attend.

Three or four years ago a new feature was introduced in the shape of local roasts, which were very much enjoyed. Two years ago the programme was varied by selecting men in private life, as well as in public life, at which time offensive allusions were made to several private citizens, including a man who has lived here all of his life, who is at the head of a great retail, wholesale and manufacturing business and whose name and energy and money have done much to further the fame of Grand Rapids as a jobbing and manufacturing center. The allusion was so unjust and uncalled for that several members immediately resigned from the organization. Others continued to pay their money, but refrained from attending subsequent entertainments of the Club, because they are not in harmony with assaults on personal character or insulting allusions to representative citizens. Greatly to the surprise and disgust and humiliation of a large number of associate members of the Club, the same man was made the target of a personal assault again this year, showing very plainly that the preparation of this portion of the programme was in the hands of the same person or committee as heretofore and that the insulting allusions were to be attributed to personal malice, pure and simple.

The gentleman referred to is Mr. Charles H. Leonard, who needs no defense at the hands of the Michigan Tradesman. His life-and he has lived here all his life-is a standing rebuke to covert and unjust insinuations and public insults such as have been heaped upon him and his family self-reproach than by reproof.

on two occasions without leave or license. Not content with continuing and expanding the magnificent business established by his father, he has created and built up an entirely new manufacturing industry, which gives employment to 250 people and which has done much to sustain the splendid reputation Grand Rapids enjoys in all parts of the country as a progressive manufacturing city.

It is a matter of common knowledge that Mr. Leonard has several hobbies, among them being a manual training school. He long ago offered to be one of ten or five or four men to contribute \$100,000 to the creation and maintenance of a manual training school in this city. The offer was not accepted because a sufficient number of men could not be found who regarded manual training with the same degree of favor that Mr. Leonard has always regarded it.

In common with Chas. R. Sligh, Mr. Leonard was one of the earliest exponents and advocates of river transportation and his time and his check book have always been at the command of this movement. He and Mr. Sligh advocated river transportation at a time when the railways centering at this market held complete sway over the minds of men, as well as a monopoly of all freight traffic, and they were made the constant targets of vituperation and ridicule at the hands of railway magnates and hirelings.

Whether the indecent assaults made on Mr. Leonard on both occasions were due to the influence of the railroads or to the personal resentment of some small mind which is incapable of comprehending the splendid service Mr. Leonard has rendered this community is a matter of little moment. The reprehensible feature of the situation is that a great Club, composed largely of representative citizens, dependent solely upon the public for support and encouragement, should permit a man whose life has been an open book in this community for the past fifty years to be maligned and ridiculed in the presence of his friends and relatives without any motive except that of personal animosity.

In the face of the very bitter feeling against the Schubert Club for tolerating such an abuse of hospitality and repeating it on a second occasion, the Tradesman will be very much surprised if President Burch and the active members of the Club do not seek to set themselves aright in this community by publishing a personal disclaimer, deploring and apologizing for the circumstances and giving the public positive assurance that private character will be exempt from malicious and infamous attacks of this nature on future occasions.

Confidence in self and a thorough knowledge of the power possessed is essential should you be considered among the winners. Conceit is selfconfidence without a foundation to rest upon.

A good man is guided more by

CURRENTS OF COMMERCE.

Commerce is the world's greatest creator of cities. From the earliest times when the peoples and nations of the earth began to exchange products, the greatest cities were always on the chief routes of commerce.

There has always been a great commerce between the nations of Asia and Europe. Commerce always chooses the easiest and most favorable routes without regard to distance. If the shortest route presents the largest number and character of advantages, that route will be followed; but if it be more difficult, or costly, or dangerous, then its shortness is discarded for other advantages.

Let it be understood that markets depend on buyers rather than on sellers. The buyers are commonly governed by their own necessities, which require that they shall purchase in the cheapest markets, and they will seek such a market in preference to a higher one. It is sometimes the case that the sellers hold the buyers at their mercy, but that is not the ordinary rule. There are vastly more buyers than sellers and, generally, the buyers control the markets.

It is necessary to understand these fundamental doctrines to realize the intimate relations between the trade routes of commerce and the location of great cities. In the earliest times the rich products of the Far East were brought in caravans across Asia into the countries around the Mediterranean Sea. All the civilization of Europe, of Africa and Western Asia was in the nations on the shores of that great interior water that washed three continents.

Caravans brought the silks, the carpets, the cloth of gold and other rich stuffs woven in the looms of Persia and India, by way of Nineveh and Babylon to the shores of the Mediterranean, where the ships of the Phoenicians took the merchandise and distributed it to the coast nations as far as Carthage, in Africa, and Cadiz and Barcelona, in Spain, and even to the British Isles in the North Atlantic.

This vast and valuable trade was handled by the merchants and middlemen of Babylon, whose wealth was a proverb for opulence and commercial power. Although that most famous heathen city of antiquity was the subject of many wars and was several times conquered, sacked and burned, it never ceased to be great commercial emporium as well as the seat of a mighty empire, until after the death of Alexander the Great, when its trade was diverted to the sea route through the Red Sea to Alexandria, the grand Greek-Egyptian city at the mouth of the Nile.

From the day that the rich trade between India and Persia to the shores of the Mediterranean was diverted from the ancient caravan road across the Euphrates Valley, and carried in ships through the Red Sea, Babylon the Great ceased to be the mistress of the ancient world,

while the new trade route built up Alexandria, Venice and the other chief cities around the Mediterranean and on the North Atlantic coast of Europe.

Venice became the richest city on the globe, and for five hundred years controlled the trade of Europe. But the discovery of America and the opening of an ocean trade route with India around the Cape of Good Hope sealed the fate of the Queen of the Adriatic, and the day arrived when she was a mere way station of the limited commerce that was left to her.

Since then all the great cities of modern commerce are on the eastern and western coasts of the North Atlantic, and on the eastern and western coasts of the North Pacific Oceans-London, Liverpool, Antwerp, Hamburg, New York, Boston, Philadelphia and Baltimore on the Atlantic, and Hong Kong, Yokohama and San Francisco on the Pacific. Many of them have been created by the new currents of trade and all have shared in the expansion caused by them.

It was long supposed that there were to be no more changes in the location of great seats of commerce. It was taken for granted that the development of the New World would have no other effect than to increase the growth of all the Atlantic ports and build up great interior cities in the heart of continents. This dream, however, is destined to a rude awakening. The opening of the Panama Canal, virtually translating the mouth of the mighty central waterway of North America from its debouchment into the Gulf of Mexico to the Pacific Ocean at Panama is going to work enormous changes in the routes of commerce.

The Mississippi Valley, which is the seat of the world's cotton supply. and is the world's granary, is going to have an outlet for which it has long suffered to all the great markets of the Far West, and of the Far East. The trade thus created will by the force of gravitation bring to the Central West and the South trade which formerly reached them through Eastern ports. They will handle their commerce direct through their own Valley ports whenever ships shall steam through the American Isthmus. The result will be great diversions of trade from the routes now followed, and these changes in the currents of commerce will create a vast growth of population, wealth and business in some localities at the expense of cities which now enjoy supremacy. This is the experience of the world in the past. It is the lesson taught by history from the earliest times, and as it is the result of unfailing and irresistible economic laws, serious changes in the condition of commercial cities must be expected.

In starting out in life see that you build on the right kind of foundation. Let it be solid, and not likely to give way when your structure is only half completed.

Self-conceit knows nothing more eloquent than an echo.

FIRESIDE MEMORIES.

Simple Lives of Those Who Have Passed On. Written for the Tradesman.

When the cold, biting blasts of a winter's evening hasten our homeward steps and at last we reach the desired haven of warmth and cheer. we stretch our hands to the glowing grate and sit and enjoy the blaze. Sometimes we think of the winters of long ago. Perhaps in the old oline at the present time. farm-house kitchen we see a little boy perched on a chair near the stove or table watching mother kneading bread, making pies, baking cookies or frying cakes. How interested is he in every step of the proceedings! Carefully the pie crust is rolled and placed on the buttered tins, the sliced the hands moved slowly, and the litapples filled in, the upper crust deftly laid over them, the edges crimped, the hours. When at last they came the tops punctured in the design of a and were well warmed by the big leaf and then all quickly slid into the hot oven.

The thick, spongy fried-cake dough is cut into strips and these folded and twisted in the shape of a figure eight and one by one dropped into the sizzling lard. Then for variety some round cakes are cut with the biscuit cutter, the little cap or cover of the tea-canister is just the right size to cut the holes in the centers. How good a warm doughnut tasted for a forenoon lunch!

The older children were away at the district school, and what piles of bread it took to feed them all! There were few or no toys, and picture books or illustrated papers were very scarce. The cat and the big Newfoundland dog were the only playfellows for the youngest boy on such days. The snow outside was more than waist-deep for a child, and if he ventured out with the fire-shovel to make paths or with the homemade, board-runner sled it was only for a few minutes. The frost nipped the toes and fingers and compelled a return to a place by the fire. There were no warm overshoes or underwear for the boys then, and it was vigorous work or play that alone could maintain comfort outdoors.

Perhaps now grandma was spinning or knitting socks or mittens and needed a pair of little hands to hold a skein of yarn while she wound a ball. Then she dropped it, and before it could be recovered the cat had cuffed it about and around the chairs until more than two hands were needed to help untangle it. Then father came in from doing chores and brought a pan of apples from the cellar to eat.

When the bread and cakes and pies were put away mother might have to make up some candles. The tallow was put on to heat, the molds brought out, a dozen long strips of candle wicking were cut, then doubled and a small round stick slipped through the loops of each six. They were lowered into the mold and each wick drawn through a little opening in the bottom, loosely twisted, carefully adjusted to the center of each separate mold, drawn tightly and secured by a knot larger than the lower opening. The hot tallow was poured heat for cooking, until mother near-

cool. Before evening the straight, shiny, yellowish white rolls were drawn out by means of the stick through the loops and were ready for use. These were to run about the house, upstairs and down cellar, but the kerosene lamp-there was only one-was kept on the table to sew or read by. Kerosene cost more than twice as much as now and was almost as dangerous to handle as gas-

All had just "a bite," as mother often said, for the noonday meal. It seemed a long time after dinner before the children came from school, and many times a little face peered out of frosty windows to watch for them. The clock ticked briskly but tle boy began to study how to tell chunk stove, the chores were done. the lamp lighted and all gathered around the supper table, there were perhaps mashed potatoes, milk gravy, soda biscuit and butter, apple sauce or tarts and cookies. Those at school had had a cold lunch, so it was thought best to have a warm supper. How many times the children saw mother take her tea-canister-the very identical canister from which Mistress Hoag, the Quaker's wife, made tea for her boarder, General George Washington, at Valley Forge -and measure out just the little cover full to steep for herself and father. The children were never brought up to drink tea, and so did not care for it. It cost then not less than a dollar a pound. Coffee, too, was a luxury which all enjoyed only on rare occasions

When supper was done the dishes were washed and mother and sister took up their sewing or mending as soon as possible. The boys found some game like checkers or fox and geese to amuse themselves, or perhaps grandma had some witch or ghost story to tell which happened way "down East" in Rhode Island. There were a few books, such as the Life of Washington, Freemont's Explorations, Heroines History. of Leather Stocking Tales, Silver Lake Stories and some others. Of papers, the weekly farm paper, the children's monthly magazine and the Sunday school paper were about all. Perhaps a neighbor or two called in to spend the evening and talk about the war, which was then of deep interest to old and young, for some of the young men of the community were then "away down South" battling for the preservation of the Union. What with ghost stories, bear stories, witches and terrible tales of the war it was small wonder that childish imagination was wrought up to an unhealthy pitch and awful dreams disturbed the slumbers.

There were other not easily forgotten scenes in the old home. Perhaps it was wash day and a leaky boiler threatened to entirely extinguish the fire, or there was only green firewood, which stewed and sizzled and failed to make sufficient in and then they were set away to ly lost her patience and father was their own growing up about them?

appealed to to know if there were not some old rails or dry poles somewhere that could be found to make a start with. With dry wood for a start and a good bed of coals to keep it going the green wood threw out a terrible heat. It may have been scenes like this that made an impression on the child and developed into a resolve that when he grew big he would see that mother always had plenty of dry wood to use.

Again it was butchering time. Father was busy in the cellar cutting up the pork and packing it in the barrel. Mother was trying out the lard which was so sweet, clean and flaky when cooled in crocks. Such busy times may have been interrupted by shouts of men and barking' of dogs, and there might be seen a drove of fat cattle coming along the road. They were driven on foot all the way to market, some forty to sixty miles. They did not suffer with cold or thirst or hunger as do the animals shipped in cattle cars hundreds of miles to the large cities in these days. There were plenty of places to feed and water along the way, especially after the Detroit and Lansing plank road was reached. Michigan markets had no need of Texas steers or refrigerator beef in those days.

Not all the experiences of childhood are pleasant ones, and although we sometimes recall the happy days and fond memories of that time, few there are who would wish, even if possible, to go back and be a child again. Time and distance cause us to forget many of the trials and troubles which are the common lot of all

These are but glimpses of the past, and shall it be said that it is a sign of weakness or childishness to spend a little time in such retrospect? When anniversaries of births and deaths, of family reunions and final partings crowd the days when the Old and the New Year are linked together is it best to resolutely refrain from such musings? Without regrets or vain longings may we not draw helpful lessons as we recall experiences of earlier days? Will it benefit us to realize how our parents felt when the older children whose feet we have endeavored to guide have gone out to travel the highways of life alone? If mother were still with us might we not turn to her and say that now we, too, know how it seems when the youngest child has begun his school days and the home has many quiet hours? Is it any satisfaction to know that the incentives held out to us in childhood were not for selfish gain, but rather for those things which develop the best character and make useful and honored citizens? Shall the memory of departed ones be less honored when age and experience have shown us the wisdom of their warnings and advice? If they made mistakes can we not now see that they did the best they could in the light which they enjoyed, and realize that their interest and solicitude for their children ceased not nor decreased when they were separated and had families of

Should we not rightly and wisely spare a little time from the busy present for these thoughts? Is not the present better than the past, and the future still full of hope, and may it not be crowded with obligations similar to those which our predecessors have encountered and fulfilled? May not the solution of present and future problems be aided by examples and achievements of the past? Shall we not find them all together, the past with its lessons and memories, the present with its duties and privileges, the future with hope and courage, and journey onward with the resolve that our lives shall not be less helpful to the world or more barren of good than were the lives of those who have passed on before us?

E. E. Whitney

Trade Lost by Indifferent Clerks.

Perhaps the lack of alertness or indifference on the part of employers or of the executives who look after the details for them is to some extent responsible for the fact that many clerks and other employes who come in contact with customers daily injure the business of their employ-While the majority of clerks are obliging and study to please their customers and to serve their employers conscientiously, there is many a one among the minority who every day causes his firm to lose more than his salary amounts to. In other words, if, instead of drawing his salary of \$15 a week, or whatever it may be, he were to pay his employer that amount for the privilege of working for him, his employer even then would profit by discharging him.

A New York man recently had occasion to go into a large machinists' supplies house in the down-town district to make a purchase. It was fully forty minutes before closing time, and half a dozen idle clerks were lounging on the counters talking. None of them offered to wait on the intending customer, and when he finally advanced on the staring group and asked to be waited on, each looked at another with an expression that plainly said: "It's so near quitting time that I don't want to work." And it was fully a minute before one shuffled lazily from the group and proceeded to make a sale. He threw down an article from the shelf without waiting to learn just what the customer wanted. Then, in his haste to get through with his task, he tried to tell the customer that he had no other kind. The customer scanned the shelves until he saw what he wanted, and then the clerk lazily wrapped up the purchase and wrote out the check.

It goes without saying that that customer will walk several blocks out of his way rather than go there to trade again. Of course, the man in charge of the floor would not countenance such shiftlessness on the part of his clerks, if he saw it. But that does not count with the customer.

It is not so much the amount of business a merchant does which determines its profits as the ratio of expenses to receipts.

RAILWAY RATE REGULATION. Most Important Problem Which Confronts the People.

The framers of the Act to Regulate Commerce sought to compel common carriers to transport passengers and property at reasonable rates and apply the rates and use their facilities in such a manner as to do justice between places, persons and commodities. The law enacted for that purpose was to some extent an experiment and that, when applied, it should prove to be defective is not surprising; but that the people's representatives in Congress should, year after year, turn a deaf ear to all appeals for legislation looking to a cure of such defects is a matter of grave concern. And this appears especially true when we consider the changes which have taken place during recent years in the control and management of railroads. At the time the act became operative there was some competition between carriers, and this could be relied upon to prevent, somewhat, unreasonable exactions; but changes have been made since through consolidations, community-of-interest plans, gentlemen's agreements, etc., until the only choice now left to the people is between extortions prompted by selfish interest on the one hand and effective Governmental regulations on the other.

For more than ten years after the Inter-state Commerce Law became effective the Commission created to enforce its provisions exercised the power of naming reasonable rates to take the place of those found, upon investigation, to be unreasonable; but on May 24, 1897, the Supreme Court of the United States decided that Congress had not clothed the Interstate Commerce Commission with power to prescribe rates to be charged in the future. (See Inter-state Commerce Commission vs. Cincinnati, New Orleans & Texas Pacific Railway Company et al., 167 U. S. 479.) The decision in this case was soon followed by a similar decision of the same court in another case, Inter-state Commerce Commission vs. Alabama Midland Railway Company et al., 168 U. S. 144, whereupon one member of that court, observing apparently the unprotected condition in which the general public had been placed, expressed himself in forcible language as follows:

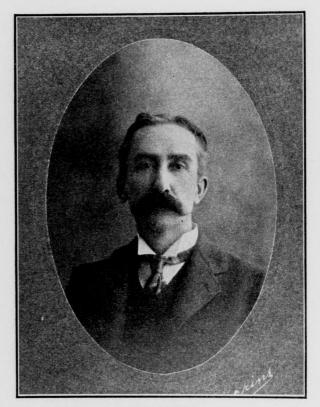
I dissent from the opinion and judgment in this case. Taken in connection with the other decisions defining the powers of the Inter-state Commerce Commission, the present decision, it seems to me, goes far to make that Commission a useless body for all practical purposes and to de-feat many of the important objects designed to be accomplished by the various enactments of Congress re-lating to inter-state commerce. The Commission was established to pro-tect the public against the improper practice of transportation companies engaged in commerce among the sev-eral states. It has been left, it is eral states. It has been left, it is true, with power to make reports and to issue protests. But it has been shorn, by judicial interpretation, of authority to do anything of an effective character.

The defect pointed out in the decisions referred to was promptly call- enough to predict that only reasona- absorbed, but the road is operated

upon one pretext and another the members of that honorable body have ever refused to grant the necessary relief. Meanwhile rates of transportation have been increasing heavy penalties were provided for to an alarming extent, notwithstanding the fact that the average tonnage For a time this had a wholesome efof freight articles carried by transportation companies has been greater than during any previous period. On law as framed permits common car-January 1, 1900, carriers operating in riers to make joint rates, but does what is known as Official Classification territory advanced the rates on it require them to file with the Interover 800 freight articles, while at state Commerce Commission the difattempt of the railroads to force up- sary for large shippers to become

ed to the attention of Congress, but ble and just transportation charges will be exacted?

One evil sought to be remedied was the granting of rebates. The practice was declared unlawful and a violation of the law in this regard. fect, but ingenious minds soon discovered methods of evasion. The not compel them to do so; nor does the same time they reduced the rates ferent divisions of the joint rates on only six or eight. Numerous and made. Also, it is claimed that the important increases have since been Commission has no authority in the made, and the end is not yet. In the premises. If the latter assertion is milling and grain business this well founded, that arrangements may threatening danger has just been easily be made for the payment of forcibly brought home to us by the rebates is apparent. It is only neces-



C. J. De Roo

on us the new so-called Uniform Bill common carriers, and they can then of Lading, which, among other onerous conditions, attempts to force upon us practically a 20 per cent. increase in rates. Our vigorous protests have as yet not availed to secure a withdrawal on the part of the method of procedure has been adoptrailroads of these new and unjust demands, but only a temporary shelving or postponement of the matter. What will happen hereafter it is impossible to say, but if the future is to be a repetition of the past the prospect ahead is not encouraging. If the only protection offered the general public is to be such mercy as may be extended by soulless corporations whose only fear of charging excessive rates is that by so doing the amount of traffic offered will be decreased and their net revenues thereby reduced, who among us is hopeful pany, which the Harvester Company

arrange with other common carriers for divisions of joint rates which will, in effect, give them rebates, not only on their own traffic, but also on the traffic of their competitors. That this ed in some instances was shown by investigations made recently by the Commission referred to, the results of which were reported to the Congress now in session. The International Harvester Company, located at Chicago and engaged in the manufacture and sale of farm machinery, secured control of a few miles of railroad connecting its plant and the plants of other manufacturers with nearly all railroads entering that city. The stock was paid for by money furnished by the McCormick Com-

under another name. Joint rates were made with other carriers, which were very large in comparison with the transportation services performed and inured entirely to the benefit of the Harvester Company. In one instance the allowance was \$12 for a service formerly performed for \$3.50. In like manner the United States Steel Corporation, ever since 1897, has been obtaining immense advantages over its competitors, and many other instances of a similar nature might be cited. The amount paid in rebates will never be definitely known, but circumstances brought to light from time to time through the instrumentality of the Inter-state Commerce Commission prove that, in

the aggregate, it is enormous. Another source of evil is the practice of carriers whereby private companies not subject to the provisions of the Act to regulate commerce are permitted to furnish cars and other facilities pertaining to the transportation of freight articles and make excessive and unreasonable charges therefor. It will be seen that where such companies are also dealers in the traffic transported the advantages they possess are practically sufficient to shut out all competitors. For want of time I will not now attempt to show the extent of this evil, but concerning it, and other evils I have touched upon, I refer to the Eighteenth Annual Report of the Interstate Commerce Commission, where the facts, fully and clearly stated, may be found.

In conclusion I will say, I have not attempted to point out all defects in the law under consideration. I have purposely confined myself to those I consider the most important.

President Roosevelt, who has often shown himself a true guardian of the people's rights and desirous of securing to each and all a square deal, has lately furnished additional proof that his heart is located in the right spot. In his recent message to Congress after calling attention to the evils I have just described, he characteristically expressed himself as follows:

The Government must in increas ing degree supervise and regulate the workings of the railways engaged in inter-state commerce; and such in-creased supervision is the only alternative to an increase of the present evils on the one hand or a still more

radical policy on the other. The most important legislative act now needed as regards the regulation of corporations is the act to confer on the Inter-state Commerce Commission the power to revise rates and regulations, the revised rate to g'0 at once into effect, and stay in effect unless and until the Court of Review

reverses it. The subject of the proper regulation of railways has been prominently before the public many years and much discussed; but ostensibly because of reasons which appear to be unimportant, although really, probably, on account of matters the opposition do not think best to make public, nothing of importance has been accomplished. Great attention has been given to other combinations of capital, but the greatest monopoly of all, and without whose assistance (Continued on page fifteen)

An Open Letter from the Grand Rapids Gas Light Company to the City Officials

in the past few weeks published statements indicating that some of connection we desire to assure you that while this is a matter that inyou still believe that the gas furnished by this company to its custom- terests our consumers only, and not the taxpayers as such, we selfishly ers has not been of so good a quality since its price was reduced as it hope that the city will install, as soon as possible, their proposed testing was previously, or that you are still disposed to give credence to such apparatus for our gas and meters, as such municipal inspection would assertions on the part of others, notwithstanding our repeated published and official statements to the contrary, and also notwithstanding time to time doubt the accuracy of our bills or the good quality of our standing offer to turn our works, records and laboratory over to our gas. any expert whom the city might select for the purpose of investigating this question.

ager, was published in the newspapers to the effect that the impression that seemed to prevail in some quarters that our gas had deteriorated in quality was entirely erroneous; and again about seven weeks ago we published a signed card in the papers to a similar effect. On Dec. 27 last, we issued, by postal card, an open letter to all our consumers, yourselves among the number, again stating, in the most di- the papers a similar request. To these requests we have thus far received rect and positive language, that our gas was and had been as good as ever in every respect.

humiliating, to find that some of you still seem to believe that we are of complainants could be found among the customers of any other businot only morally capable of having deliberately falsified in this important matter, but that we are also injudicious and foolish enough to eighteen complaints, and without making any change whatever in the thus expose ourselves to enormous blackmail from our employes, many of whom necessarily know the exact facts in the case and could easily ruin us in this community if our published statements referred to were not absolutely true.

The personnel of the ownership, directory and management of this company has not materially changed since the days when Thomas D. Gilbert and other honored and revered citizens of this good city built up our present high standing in this community, the maintenance of which we so fully recognize as being essential to our prosperity; and we do not believe that any of you, upon second thought, believes that we as business men are so unmindful of our best interests as to jeopardize our business and investment by parsimonious, dishonest or narrow-gauge management, or our most valuable asset (our reputation for integrity) by dereliction in the simple matter of veracity. Under the circumstances, we do not deem ourselves immodest in claiming that our statements are worthy of your credence

The erroneous impression that seems to prevail to some extent that our gas has not been maintained at its former good quality can be easily explained. Briefly, it is due to three circumstances, all of which we have already mentioned in our published statements on this subject: (1) The city has been flooded with cheap and inferior burners and mantles, which many of our consumers have been misled into buying instead of the genuine Welsbach goods. These cheap burners and mantles are nearly always unsatisfactory, and the poor light given by them has been erroneously attributed to bad gas. (2) The price of gas was reduced at a time of the year (October 1, 1903) when gas bills almost invariably increase in size on account of the lengthening nights and colder weather. Some consumers, not bearing this in mind, expected their bills to show an immediate and marked decrease due to the reduction in price, and finding that they remained as large or larger than for the months immediately preceding, naturally suspected that there had been a reduction in the quality of the gas, which would have necessitated a larger consumption to secure the same amount of light. (3) An accident to one of the large boilers at our works one evening last fall, such as is liable to happen in any manufacturing plant, prevented the delivery of a sufficient quantity of gas to our consumers for about two hours, and the resulting poor lights in some sections of the city, due to the deficiency in the quantity of gas supplied, were naturally but erroneously attributed by some to a deficiency in its quality. As a matter of fact, the quality of our gas in every respect is being, and has been, constantly maintained at the high standard that has characterized it for the past ten years, and better than it was during the preceding five years; while our service was never better than it is now. Our consumers are getting more value for their money at the present time than ever before.

We again offer you every facility for investigating this question, either placing our works, records and laboratory at your disposal for this purpose, or paying the expense of your hiring a photometer from the manufacturers of such apparatus for your temporary use, pending the time when the city's finances will permit you to purchase such an

To the Honorable Mayor and Aldermen of the City of Grand Rapids: instrument, and also paying the expenses of any expert whom you Gentlemen-Grand Rapids newspapers have from time to time with- may select for the purpose of conducting this investigation. In this be of great aid to us in satisfying any of our consumers who may from

We believe that you and many other good citizens have been misled by vague rumors into believing that there is a general dissatisfaction Last spring the official statement of this company, through its man- on the part of our consumers with respect to the quality of our gas and service and we wish to disabuse your minds of this impression. As stated above, we sent to each of our 18,000 consumers, on December 27 last, a printed request urging them to notify us at once of any deficiency in their gas lights or our service, in order that we might rectify same. We also later published extensively and conspicuously in a total of only twenty-five replies, seven of which were unsolicited assurances that our gas and service are entirely satisfactory, and only Under the circumstances it is almost incredible, and certainly most eighteen being actual complaints. We doubt if as small a percentage ness concern in the city. We immediately gave our attention to these quality of our gas or the conditions of its delivery, we have had no difficulty in making the gas light of these consumers perfectly satisfactory, and have in our possession letters from most of them to this effect. We accomplished this result in each case simply by either freeing their house-pipes of partial obstructions or by fixing their burners or mantles, or instructing them how to do so; and we repeat that any deficiency in the gas lighting of any of our consumers is due entirely to improper local conditions on their premises, which we hereby guarantee that we can completely remedy if such consumers will, by notifying us, give us an opportunity to do so. In most cases their trouble is due to obstructed house-pipes, or to inferior or worn-out burners or mantles.

> It is obvious that we cannot deliver good gas to some consumers and bad gas to others, as all gas must necessarily come from the same holders and pass through the same street mains.

> We also note in the papers that some of you regard with a degree of suspicion the fact that some consumers' bills are higher now than they were before the price of gas was reduced. We can only remind you that we have no control whatever over the size of our consumers' bills, and could not make them larger or smaller except by entering their houses and turning on or off some of their burners. All we can do is to keep our meters correct and then abide strictly by their readings; and this is what we are doing. We are always glad of the opportunity to test a consumer's meter for him in his own presence, with an instrument so simple that he can readily understand it. things, however, must be borne in mind in this connection: (1) It requires only a slight increase in the use of gas by any family to offset the recent reduction of 10 per cent. in its price; (2) most families, irrespective of reductions in the price of gas, gradually burn a little more gas, for various reasons, as years go by, and (3) the reduction in the price of any household commodity, including gas, naturally results in its increased use, just as we would eat more meat if the price of meat should be reduced. It is this fact that has enabled the Grand Rapids Gas Light Company to reduce its price of gas, within comparatively few years, from \$4.00 to 90c. If a consumer's bill grows larger, or remains the same, in spite of a decrease in the price of gas, it can only be because he is in some way burning more gas than formerly; and if given an opportunity to do so, which we constantly solicit and always appreciate, we can, by an investigation, generally convince him that such is the case.

> In conclusion, we assure you that our business is honest and aboveboard, our methods and processes open at all times to your inpection, our interests necessarily mutually and permanently identified with the best interests of the city of Grand Rapids, in the promotion of whose prosperity and welfare we have, as a public spirited concern, always tried to do our share, and we hope to receive a continuation of the confidence and good-will of yourselves and of the entire community, to which we feel that we are justly entitled. Very respectfully,

Jan. 20, 1905.

IRVIN BUTTERWORTH, Vice-President and General Manager. 11



How Special Sales May Be Made Successful

We will suppose that a retail shoe dealer has some good reason for conducting a special sale. There are many good reasons why he should have a sale. Of course, he expects to cut the prices on a lot of goods. and in some instances stands to lose the profits thereon, but at the same time he hopes to make many new customers by so doing, permanent customers, who will, in the end, bring Therefore, the him a good profit. object of a special sale should be two-fold, namely, to sell as many goods as possible, at a profit, and to make as many customers for the store as he can. To get a profit from a cut-price sale, and make customers by low prices and extra values, may seem, at first thought, to be a paradox. To the experienced merchant, or the professional sale-promoter, however, it isn't even a problem; to them it is an exact science, demonstrated by simple facts and rules. The success of the special sale. depends absolutely upon two things, the merchandise offered and the advertising. Let us consider the first:

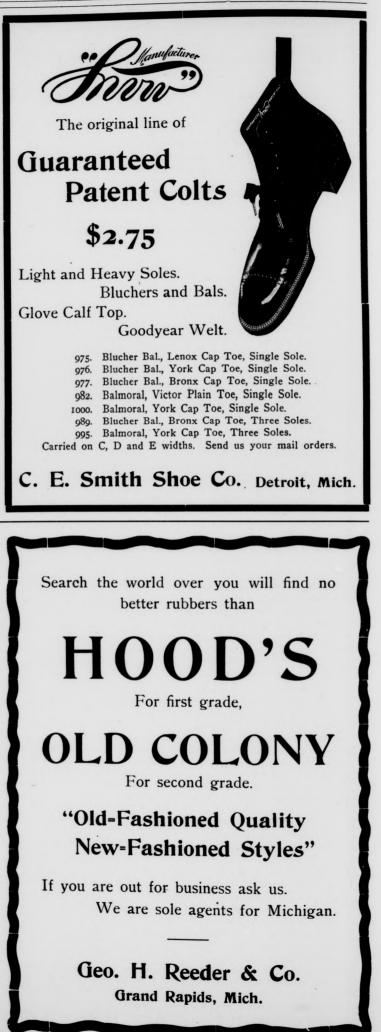
Every sale must have its leaders, as well as its regular bargains. A sale without leaders is like a fish out of water, it will make a few gasps and then give up the ghost. What is a leader? It is any line of merchandise whose value is known that is offered at a price very much under regular figures. You will notice that the value must be known, and the price less than the regular one. In some places the merchants sell 25c polishes at 15c as regular leaders. It would be foolish for those merchants to try to make polishes a leader at the prices they are selling them at every day, but where they are sold regulraly at 25c a cut to 15c would make a very attractive leader. Not all the leaders should be put out at the beginning of the sale, as it is desirable to increase the interest by adding fresh leaders and bargains from day to day. In fact, special leaders should be made every day, and these should be offered at a very low price. The quantities may limited, but the limitation should be made known in the advertising.

Bargain sales are another of the essentials to a lively sale. All odds and ends and "old stuff" should be massed together. A bargain table of women's shoes at \$1.25, to be sold "as they are, no trying on and no exchanging," is usually a winner. The number of pairs may be few and the sizes badly broken, but that bargain is a lodestone that will draw many persons to the store. It is not inevitable that a sale of this kind should, in some instances, lose money for the dealer. He ought to make a profit on some of the lines offered. The bargains and leaders are to be used as drawing cards. At

the same time, if there are not enough goods at bargain prices the sale will fall flat. The retailer must cut the prices on the major portion of his goods. Just what goods to cut is often a problem to one who has a well-selected stock. Here is a good line to follow, though: Take all the small lots and "old stuff" and mark the price down. Next, take the better lines that are broken and bunch them at a few cents above actual cost. Then take the lines that are not to be continued next season and cut them. That leaves only the stock that one means to continue carrying. Even with this he can make a bargain offering. When a customer does not find anything desired in the bargain lines the dealer should show the regular lines, explaining that they are sold nearly at cost, that they are absolutely new-just received-but that to make them real bargains he will give a bottle of polish with each pair of shoes. The leaders and bargains make the sale genuine, and there should be enough of them to make a good showing. In most cases it is not desirable to buy special lines for special sales. It is far better to clean up the stock and put the proceeds into new and regular lines.

Now for the advertising: A sale will not succeed unless the people know about it. The public should be told that you are having a sale, why you are having it, what you are offering and at what prices. There must be no uncertain note in the advertising of a sale. It should be plain and strong. It need not be sensational, but it must be showy and convincing. You must have name for the sale, and this name will sometimes make or mar the same. It is a little thing in itself, but of vast importance to the efficacy of the advertising. A fire or a bankrupt sale will always open the pocketbooks of the dear public. These sales can be held only under conditions that no merchant desires to encounter, so they are out of the question. "Stock-taking sale," "Pre-inventory sale, "Mid-winter sale," etc., will answer, if better names can not be found, for they mean something to the general public. How would a 'Progress sale" sound? You might "Progress is our watchword. We sav: are ever on the onward march. We can not afford to be anything but progressive, else we would soon be out of business. We can not afford to carry over, from season to season, goods that may change style and become utterly worthless to us. We can not afford to carry small lots and broken assortments of merchandise on our shelves. It is from purely enterprising motives that we do not hold on to these stocks, but cut the prices so as to sell them in a very short time. Some of these prices are cut below the factory cost, and every line offered is a genuine bargain. In the interests of our store we are doing this. Are you progressive? Then take advantage of these offerings and pay us visit."

The foregoing is but a suggestion.



pronunciamento suitable to his own store and locality.

The newspapers will be used, of course. If you have a daily paper you must take extra space and come out strong in it. It is better to begin a sale in the middle of the week — Thursday, preferably. On Wednesday a very large and strong advertisement should appear giving the particulars of the sale, stating why it is held, and giving a lot of special values. Thursday's advertisement need not be so large. Friday the advertisement should be large, to attract attention to the Saturday offerings, which should be special. Then keep at it all through the sale. Take larger spaces on Friday, and at any time the sale seems to lag.

Where there is any suburban or country trade to be had the weekly papers should be used. Use large advertisements in these at first, and cut the space down gradually. Reading notices should be inserted in the weeklies and in the dailies, too, for that matter. Have them written as if from the pen of the editor, calling attention to the exceptional opportunity for getting goods at low prices, and to the advertisements.

Next comes the circular, or dodger, for house to house distribution. Where the newspapers do not circulate in every home it is necessary to have a circular of some kind. These ought to be well illustrated and printed in two colors. The cheap circulars and dodgers usually employed are of very questionable value.

should call attention to the sale, in ments in the papers, quote one or the recipient to call.

Next comes the window, which always demands special attention. Have it dressed, with a change of order for a bill of goods, dressed bargains, at least twice a week. The slipshod, his hair unkempt and his goods must not be thrown in, but neatly displayed, so that their good points can be readily seen. Use price cards on every article, giving the first and the cut-price. Have the cards real value, his theory w plainly lettered. Strongly worded bump from experience. window and store cards are absolute essentials. Substitute new ones frequently.

All this accomplished, and a fair amount of enthusiasm put into the work, the sale is bound to be a suc-Extra salesmen ought to be cess. employed to handle the crowds, for there is nothing that people dislike more than waiting around to be served .-- Shoe Retailer.

Poorly-Dressed Geniuses Scarce.

doesn't agree with the proposition that a 'front' is a valuable asset to a young man in the business world. He points out that certain of the great literati and some business men, too, have managed to get their names into the Hall of Fame without the help of outward appearances.

Every retailer will think of some A circular should be written, or of the men whom he mentions have printed, and mailed to all the names managed to carve out their fortunes on the mailing list. This circular in spite of their sublime disregard for mere exteriors. It is possible general terms, and to the advertise- that this editor has become great even although he prefers a red bantwo of the bargain prices, and ask danna to white collar and chapparejos to \$9 trousers. But the way for him to put his theory to the test is to start out on a hunt for a job, or an clothes untidy. And then, if he will try to open negotiations with a man who doesn't happen to have inside information as to his unexceptional real value, his theory will get a hard

"It is a fact that this cold world is more or less given to judging at first by what lies on the surface. two applicants presented themselves at the same time, both talked fair and the other fellow looked prosperous as well as capable. I know one business man, himself a careless chap about his make-up, who won't tolerate carelessness of the same kind in an employe. He says that it loses "I see," said a traveling man, "that him business. And I know myself the editor of a paper out in Butte that when I lay my plans to land a new customer. I make a special effort to put my best foot forward.

"It doesn't prove anything to argue that Russell Sage succeeded in life wearing hand-me-down clothes. He had ability of a peculiar sort that isn't possessed by the average young it now inhabits a richly inlaid cabinet man. And nowadays it's just as im- in a corner of Mme. Markoff's draw-"It may be true enough that some portant to get a chance to do some-

thing as it is to be able to do it-at least, to start with.

"The average young man-and this is a world full of average young men-will do well not to neglect any of the things that will help him to get a start. Geniuses are poor models for the every day workman in the vineyard, anyway."

Resting Her Feet.

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

"Well, madam, you are very hard There isn't a business man in the to please if you do not like any of country who would hire a sloven if these styles," and his eyes swept the discarded pile of pretty footwear. "You know Shodem & Co. pride themselves on being able to fit any foot.

"Well, really," she said, "I am very much obliged, but I did not intend to buy any shoes to-day, anyway, I was just resting my feet."

Then she got up quite calmly and went out.

Stuffed Her Husband.

The body of M. Markoff, the great Siberian railway contractor, has been stuffed by his widow, filled with glass eyes, and garbed in dress clothes, and ing room

GOODYEAR GLOVE RUBBERS

Rhode Island Brand Rubbers

On all orders placed with us before April 1, 1905, the discounts on Goodyear Glove brand rubbers are 25, and 5, and 3 per cent.; the discounts on Rhode Islands are 25, and 10, and 5, and 5, and 3 per cent. After April 1 both lines will be advanced 5 per cent. Bills for immediate shipment are dated April 1, 30 days net, 1 per cent. discount in ten days. Fall bills are dated Nov. 1, 30 days and 1 per cent. discount if paid Nov. 10. Freight allowed.

Salesmen are out with 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 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."



"This trade mark stamped on our well known shoes for men, women and children is a guarantee of quality in workmanship, materials and finish."

BRADLEY & METCALF CO.

Northwestern Agents Goodyear Glove Brand Rubbers.

MILWAUKEE, WIS.

Peculiar Features of Northern Michigan Shoe Trade.

Harbor Springs, Jan. 16-I am only a small dealer in a small backwoods town, where style is an after consideration, although I find we have a few who are looking for a large amount of style for little money. find, however, in my trade the shoe which is well and properly made is the most sought after. I find for hard wear in our country, for an every-day shoe, a good grain or horse-hide shoe with a No. I rock oak sole is the most called forat a price not to exceed \$2 or \$2.50.

We have offered to us shoes with single soles and slip, also double soles and tap. Now this is very kind in the manufacturers if they would use a No. I sole instead of using what I call pancake soles to try and deceive the public as is ofttimes the case. For a fine dress shoe I prefer calfskin, vici kid, or velours, as a material, in color black, single sole with slight extension, round or what is called "dollar toe," perforated cap over toe, good leather sock sole, blucher cut, making a No. I shoe for a fine shoe

The heavy welted extension shoe is far from being comfortable, and neither are they a thing of beauty, feels at ease and is ready to select although I offtimes have calls for them.

If a gentleman wishes a stylish shoe, he being a man of dress, give him a Colt Patent, with medium heft Gruver in Shoe and Leather Gazette. sole, vamp plain, with inside box over toe, made in bal style, Cuban The heel.

I find some call for tan shoes in men's, also in ladies' and misses'. I think it is well enough to carry a few of the best grades in stock, say, ranging in prices in men's \$2.50 to \$3.50; ladies' \$3.50 and \$4; misses' \$1.75 to \$2. Only be careful not to carry too many different styles.

I think in tans for men the vici made on straight lasts, no cap, is the shoe that is the most satisfactory. For ladies, give them calf vamp, welted sole, slight extension, Cuban heel, fancy perforated cap toe, bals. For misses, good heft vici kid, heavy single sole, imitation welt, school heels, fancy cap toe, blucher cut. This description of tan and other shoes is only a fancy of my own and something I believe will be profitable for the shoe merchant to carry in stock.

The greatest problem to overcome by the shoe merchant is the prices. The ordinary work shoe should be offered to the consumer at \$1.50, \$2 and \$2.50. Never over the last-named prices; for men's fine shoes, \$2.50, \$3 to \$4; men's patents, \$3.50 to \$5. As you advance in prices advance in quality and try to make the quality a little in the advance of the prices.

The greatest trouble I have in the line of shoes in boys' and misses'. When I find a good upper I usually find spongy soft leather in the soles. Can this matter be remedied? I say yes; and the manufacturer who first introduces a solid No. I shoe will receive his blessings, not only from the shoe men but from the fathers and mothers of our land. I find in that we may have material on which

this particular section of country, around the lake shore, that shoe soles wear only about half as long as in the southern part of the State. The reason is, the sand is continuously cutting, it being mostly of cube shape and crystal as hard as glass. Consequently we need better sole leather.

I find the cash system to be successful. Make your prices at a good living profit, have but one price, good goods, treat your customers honorably and fairly, never "trust" them. and you will be successful. If you trust a customer he invariably will shun you and go to the other fellow when he has the cash. To please customer I ofttimes give him a pair of shoe strings and say to him, "I give you these." Let the gift be ever so small, if you impress the customer it is given in good cheer, he seldom ever will forget you, and may at many times speak a good word in vour behalf.

Keep your store neat and clean, brush the dust from boxes, have a good warm fire, meet your customer at the door, welcome him to a seat, give him to understand you are ready to wait on him, then he the shoes he is in search of. He will always remember the kind treatment he received while in your store, and will be sure to come again .- A. J.

Underlying Groundwork of Success.

Never anchor in the harbor of negative conditions, if you wish to succeed in life, or spend your time in dodging rain-drops called ill luck. We will surely find the showers of adverse circumstances clearing as we advance along the line of duty. The malaria arising from grumbling complaints will be found very contagious. Therefore, never indulge in a tramp through those swamps.

A cheerful, willing desire to work causes one to be surrounded with the atmosphere of successful opportunities, and once in that cloudless vicinity, one's object is easily obtained. Be universally polite. It is a great winner of popularity. It may cost an effort in a boorish nature, but it pays to exert one's self in the right direction. One of the most pleasing recollections of European trips to the average American is the uniform courtesy shown by every tradesman and official, in any line of contact, to those making purchases or enquiries. They thank you whether you purchase their commodities or notthank you for your call, and make you feel that it is a pleasure to serve you. It is proved that they have won an immense business from our people, who might have been repelled except for their exceeding politeness. It has been said that Americans have no time to be polite." Then we must invent some telepathic method of communication with the higher power and request the weavers of time to spin the American web a few yards longer

to embroider a few more figures of universal courtesy.

Do not place your estimate of success in life on a purely financial basis. Many a man has won the goal of real success who had a very small bank account to his credit. Character which is entirely trustworthy, kindliness of heart and energy make a most desirable capital on which to draw checks. Any amount of wealth without these bonds will in the long run be found worthless stock, watered with distrust and dishonor at every turn in the market.

A man is never really strong unless he knows that he is backed by the

power of principle; millions of money, be it ever so desirable, will not prevent the sharp sword thrusts of public expression.

No Ground for the Report.

Lansing, Jan. 23-Having been advised that a report is in circulation to the effect that, at the recent annual convention of the Michigan Retail Vehicle and Implement Dealers' Association, resolutions were passed criticising the business methods of the Northern Ohio Blanket Mills Co., I am pleased to state that no such action was taken and that there are no grounds whatever for the report. C. L. Glasgow, Pres.

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 follow-

ing changes:

Men's Gum Laciet\$1 90
Men's Duck Laciet 2 10
Men's Gum Huron I 90
Men's Duck Huron 2 10
Boys' Duck Perfections 1 95
5

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

Send Us Your Mail Order if You Want Quick Service

By Buying Boston **Rubbers** Now for Next Fall's Sale You Gain in Three Ways



FIRST .- You buy a line of rubbers that is sure to give your patrons every satisfaction in style and fit as well as their money's worth in good hard wear.

SECOND .- By buying while the subject is fresh in mind you can buy enough and not too few or too many of just the kinds, styles and sizes' that your people are going to call for.

THIRD .- You save five per cent. on your fall bill, and that's several good, hard dollars.

Our salesmen go anywhere for business.

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

RAILWAY RATE REGULATION. od of progression is to drift. He

100

(Concluded from page ten) no other monopoly would be, in my opinion, very dangerous, has been allowed to operate, practically unrestrained. Before President Roosevelt came to the rescue the advocates of effective legislation pertaining to the transportation of inter-state commerce were very much discouraged; but his strong arm has raised the sinking ship, and his powerful voice will enable it to sail smoothly over the troubled waters, regardless of all obstacles which may lie in its path, and reach a harbor of security in sound condition. For the assistance he has rendered a suffering public, we thank him; and we earnestly entreat him to make still more strenuous efforts in the same connection.

And we have a duty to perform in this matter. Powerful as are the voice and influence of the President, there are those yet greater, the voice and influence of general and widespread public opinion and overwhelming public demand upon those who represent us in Congress. Each and every one one should, in his own community, by every fair means at his command, arouse public appreciation of the vital interest they have in this matter. As President Roosevelt has recently said, the tariff question may be allowed to wait, for twenty years from now it will be of little moment what the tariff was upon this or that particular article at the present time; but this question of railroad rate regulation will have as vital interest fifty or a hundred years from now as it has to-Let this aroused public interday. est, as fast as it is secured, manifest itself by strong, persistent, continuous demands upon the members of Congress until suitable legislation has been enacted. You must choose between the exactions of railroad magnates trained to secure from the public all that the traffic will bear, or, on the other hand, the determination of a commission of judicially minded men trained to the subject and pledged to treat equitably and without fear or faver both the railroads and the head that planned and maintains it is public. Which do you want? Which will you have? What will you do? C. J. De Roo.

Don't Be a Dead One.

Some men are dead long before they are buried. It is a delusion that a man has to wait fifty or sixty years to die. If the spirit of the man-the soul of hope and courage within his breast-has been extinguished, he is as dead as he ever will be, even although his body continues to walk the streets. So "System" puts it in a clever essay.

Of course he can't sell any more goods. No man can who lacks grit. An agreeable presence, a pleasant manner, the tactful ability to approach men without rubbing them the wrong way-these all count for nothing unless supported by nerve and backbone. A salesman without nerve is like a jellyfish. The jellyfish is an inoffensive sort of animal, with no disagreeable qualities to excite prejudice; but he has no spine. Consequently his only possible meth-

washes along with the slow tide and never arrives anywhere. When there is anything worth while doing in the fish world, Brother Jellyfish is never among those present. There is a point here for all salesmen if they are willing to see it-and the good men are. The others we don't bother about. Selling goods is a battle, and only fighters can win out We may not like these condiin it. tions, but we didn't have the making of them, and we can't alter them. They are Nature's laws. It is just as well that we can't change them. A fight has valuable uses for those who have the nerve to take part in it. Nothing develops strong qualities like opposition. Kites always rise against the wind, not with it. No man ever worked his way in a dead calm. Courageous men know They glory in manly strife, this. providing only it is fair. The world in general loves a fighter and hates a quitter. It takes off its hat to the man who dares and stands aside to make respectful room for him whenever and wherever he appears. All other men it tramples on.

Think these truths over, Brother Salesman. Take your courage with you when you enter the selling game. If you don't you'll strike out every time you come to bat, and score nothing higher than a string of goose No man ever made a threeeggs. base hit who was a bit afraid of the pitcher-remember that. The fellow who knocks the cover off the ball, or lifts it over the fence for a home run, is always the chap who steps up to the plate with grim determination in his heart. He has no more awe of the lightning shoots that hurtle by him than if they were so many darting swallows on the wing.

Reason for Discipline.

Patrons have observed the excellent discipline maintained in our large department stores, where every employe moves about easily and quietly, where there is neither friction nor apparent waste of time. The noted for system. The saving of time is almost incalculable; the minutes are utilized to the best advantage. If there is "watching of the clock" on the part of the employes there is also watching of the clock on the part of the employer. Everyone must be in his or her place at a certain hour. Before the customers come there are certain duties to perform relating to the arrangement of stock, then when trading begins it all moves like clockwork.

The system employed in large mercantile establishments should form a good lesson for the individual. The discipline that is necessary in the aggregate is necessary in the unit, and where recognized and perfected in the individual it is more perfect where many congregate and are employed together. It makes the world move along more smoothly and harmoniously and adds an agreeable pleasantness to the day's work.

If you can't love your neighbor, you can at least be just toward him.

You Cannot Be Accused

of lacking in judgment should you put

Banigan Rubbers

in for your leaders. They are different from other rubbers and are making friends every day. There are those who consider them the best Firsts on the market. Our Woonasquatuckets take same precedence over other seconds quality rubbers as Banigans do over other Firsts. We have acquired the distinction of promptness in handling orders-large or small-filling as ordered - shipping when wanted - thus giving you entire satisfaction at all times.

BANIGAN RUBBER CO.

GEO. S. MILLER, Pres. and Treas.

131 Market Street,

Chicago, Ill.

Boston and Bay State Rubbers

We have the largest stock in the West, with all styles, sizes and widths to draw from.

If you buy your rubbers now for next fall you save 5 per cent.

If you are out of any sizes of rubbers send us your order. We will ship them the same day we receive the order.

> Ask our salesmen to show you samples of our

Rubber Plow Shoe New Newest thing out in rubbers

and a good thing.

MICHIGAN SHOE CO., Detroit, Mich.

Shoe Dealers Should Turn Their Stocks Often.

Turning your stock several times yearly will insure you against turning over your business to an assignce.

If every manufacturer and retailer of shoes would get this principle well fixed in their minds and work accordingly I am sure many years would not expire before every shoe man (manufacturer and retailer) would become the happiest man in the world.

The greatest satisfaction one can have is to be in a position to get just what he wants and just when he needs it. If the shoe retailer could get everything he needs to keep his stock and sizes up just when he needs it I am sure he could turn his stock many more times a year than he does at present. If the manufacturers would make it possible for the retailers to turn their stock oftener I can see how it would be possible for him to do likewise.

The one thing needed to make a thing possible is for the people concerned to begin to think about it. If every man in business knows there is no profit made until the goods are really sold, and that the more often we sell them the more we make, then, why not let us begin to try to use thoughts along this line and see how much more business we can do by turning our stock more often with less capital?

If you think you have sufficient capital to permit you to make enough money by turning your stock only twice a year, let me advise you to begin to think about turning it six times a year, with less money and put the money thus saved in other investments.

Your money in the bank brings you nothing, but if you have it invested in other goods it will soon bring you a very big profit.

Here is the way the department store people are making money: Instead of carrying big stocks of shoes and buying only twice a year, we buy them just as we need them and put the money in other goods. For example, take \$100 out of your shoe stock, and put it in a hosiery department, and push it at 25 per cent. profit, and you will turn this money once a month, which will double itself in four months.

If you can catch the idea you will plainly see where we are making \$100 profit on the same amount invested while you who are buying fall and spring are not making anything. There are thousands of retail shoe dealers over the country wondering why it is that the department stores are making so much money, and they wonder, also, how they can manage to sell so many shoes with such a small stock. Well, it is all done because the manager knows how to turn his stock and keep turning it many times a year. Perhaps it were advisable for me not to write on this subject, for it might cause many shoe dealers to want to go into the department store business, but I am not one bit selfish, and I want to see every man succeed if he can and make as much money as he can hon- small.

estly. If you are not making as much money in the retail shoe business as you think you ought, begin at once to learn how to turn your money more often.

I know that it is very hard to get some classes of shoes just as you may want them, but let the buyer make up his mind that he does not really need everything he wants. Don't you know that it is not what we need that troubles us so much as it is what we think we want?

Every buyer of every shoe store in the land could cut out just lots of styles and sell just as many shoes if he only thought so.

Make up your mind that you can sell anything that is good, and cut down the good things to as fine a point as possible, and watch results. Always remember that it is your wants that are making you all your trouble, and not the wants of your customers. You buy just what you want, then turn right around and try to persuade your customers to want what you buy.

Learn what your customers want, and then buy it, and always keep it in stock for them. Don't always have something different to show them. This will work very well for a man who likes to make himself lots of worry, but it is not a very good plan for the fellow who wants to make money. Suggestions are ruling the world. 'This is very true, and some think we should suggest to our customers what they need and want, and I find that the manufacturers who are taking orders for fall and spring are the fellows who make their suggestions more effective than any one else.

My idea about what may be the best suggestions for the retailer to use with his customers is to advertise that he has the very same make of shoes that he always has, and will have them when his customers call for them. But when a man must buy fall and spring he is out of sizes most of the time. Let him buy from a manufacturer who carries the shoes on the floor; then it is no trouble for him to make good his suggestions. The biggest liar in the world is the fellow who promises himself that he will never allow any one to suggest to him what he shall or shall not do, and turns right around and allows others to overpower him with their suggestions. We find lots of such fellows in the retail shoe business, for so many of you lose all the power you have as soon as a traveling salesman enters your store.

Now be honest with yourself for a few seconds at least, and ask yourself if you have not failed to do as you promised yourself you would before you gave that last big order for next spring.

Don't you know that neither the salesman nor the manufacturer cares much about your trouble in selling the goods they have sold you; all they worry about is the money when the bill is due.

If the bill is large and your rating low, then they worry more and, of course, you worry, too. How much nicer it would be if the bill was small. Learn to turn your stock twelve times a year, and you will never be the cause of worry to another and you will be the happiest man on earth.

Now, be very careful in making yourself great promises, and don't sell yourself out to some fellow for a cigar or a dinner.—Edward Miller, Jr., in Boot and Shoe Recorder.

Winter Tans Unpopular.

That tans did not meet with much approval from the shoe buying public during the regular winter season is shown now by the manner in which their prices have been, or will be, cut to clean out. While few dealers loaded up heavily, most of the better class stores had several lines in both men's and women's tans, but the calls for them have not in any way been proof of their popularity as a winter shoe, even to their most enthusiastic devotee. Dealers expect them to be good sellers for next summer and will have a number of styles in stock to meet the demand, but from present talk, few will be inclined to have even one style for next winter's trade. As one dealer said: "Tans are not a wet weather shoe and I hope they will never come back for winter use. as formerly. All the talk of selling more shoes, if people wear two colors, is for naught. Folks won't get so foolish as to wear tans in winter again very soon."

There is common sense in spending your money in the community where you live.

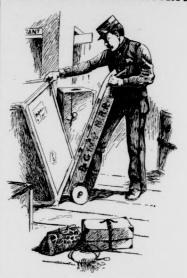
Hon. Chas. W. Garfield, Grand Rapids, Mich.

Your many friends seek your advice as to the decorating and beautifying of their lawns and streets. Please say to them that the Alabastine Company, of Grand Rapids, Michigan, is equally as well qualified to help them in beautifying the interior of their homes with Alabastine, the Only Durable and Sanitary Wall Coating, and that Alabastine is entirely different from the ordinary hot or cold water kalsomines.

Ask them to write us for beautiful tint card and full and free color suggestions for putting their houses at the least possible expense in the most sanitary and artistic condition. Alabastine Company.



Learn to turn your stock twelve Tim the Truckman



Tim the truckman, who trundles the trunks, Trying to thump them up into small chunks,

With his trusty truck in shine or rain, He breaks up the trunks with might and main And if they don't break with the awful

abuse, He jumps on them hard with his HARD-PAN shoes.

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.

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, Mish.

Percival B. Palmer & Company Manufacturers of Cloaks, Suits and Skirts

For Women, Misses and Children 197-199 Adams Street, Chicago

Saves Oil, Time, Labor, Money By using a

Bowser Self Oil Outfit Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

DO NOT GET CAUGHT

Short on **Rubbers** this Spring when it thaws, but sort up in time.

As State Agents for LYCOMING RUBBERS we carry an immense stock and can ship quick. Remember you can save 5 per cent. by giving your Fall orders now.

"All America" shoes for fine wear and our "Custom Made" line for heavy can not be bettered.

WALDRON, ALDERTON & MELZE Shoe and Rubber Jobbers

131-133-135 No. Franklin St.

Saginaw, Mich.

WILD OATS.

Proper Time for Young Man To Sow Them.

Every decent young man starting out into the world at the present time has before him the goal of that thing called success. There is no one fixed criterion of success. Great fame and great riches are by no means consistent. It can not be determined by any rule of thumb whether or not a mere independent opportunity for one to follow his chosen life effort, earning a competence at the last, is more to be desired than either extreme of fame or fortune.

But whatever the degree of success in whatever line of effort, today the young man is confronted with the necessity of accomplishing his ambition earlier in life than ever before has been exacted by the world. "Rejoice, O young man, in thy youth," is a truer admonition to-day than it was ages ago when it came from the pen of the singer. In truth the time seems approaching when in the world of workers there shall be no young men.

Forty years ago the man who was only 40 years old was young. Today there are scores of specialized opportunities in life that are closed to the man who is only 35. Great corporations are establishing new limitations upon the ages of applicants. The ministry is asking what shall become of the preacher who has committed the offense of growing old. Burdened with the necessity of making his place in the world secure in early life, men are marrying later and later in years, until there are suggestions that the attainment of worldly success one of these days is to cost the young man every dream of domestic life and love.

To some extent the world of the present is awakening to these inconsistencies and potential evils. While it has been shortening youth at one end, the idea of lengthening young manhood at the other has impressed itself upon the social and economic builders of the world. These have been saying to the young man in the technological and professional schools: "Let us see if we can't shorten the school course. If you are to be too old at 50, perhaps we can make you just old enough at 20."

Thus the young man of to-day is coming into an inheritance of rush and almost premature activity. The disposition is to make a man of him before his time; yet in the philosophy of the physiologist and neurologist, the result will be to make him correspondingly old before his time.

One of the results of the system is that the duty of the parent has been increased toward the child. So strongly is this pressure coming to bear on the parent that the young man entering professional work today has less choice in it than ever before. Once, in the classical school, the young man took the general educational groundwork, leaving the school in his early maturity, thereafter to fix definitely upon his special calling. To-day in the specializing of the world's work, the boy must be prepared and coached and studied

to the end that at the earliest possible age he shall have fixed definitely upon the thing that he shall follow as a life occupation.

However, this situation obviously must be accepted. The youth of the country are facing a condition out of which must come an increased responsibility for parents. The boy who the work. has parents who can arise to the emergency already has a start in life over the great majority of the young. Upon just how wisely the parent may advise and assist in the choice of an occupation for the son, anticipating the thing which shall appeal to him strongest when he shall have reached the period of taking up this chosen work, depend months, if not years, his mind to a shortened period of of material advantage, eliminating at the same time the chances of failure through a divided interest in the chosen calling.

Never in the history of civilization has it been so necessary that the young man entering his field of work in life should have his heart in it. There is no substitute for thorough going, ardent, and sincere earnest-' now, as there was none in the ness' time of Dickens. And earnestness is impossible without interest that lies close to the heart. There is nothing in the world of accomplishment that for a moment ranks with the man who is full of a deep seated earnestness. Earnestness not only may be convincing beyond argument, but it carries with it the inseparable invitation for sympathy-and the man is rare who denies this sympathetic aura of his earnest fellow man.

This quality of earnestness is not to be feigned. It reads false in the eye of the one shamming it. "Do it now," pasted as a motto upon the top of a desk, means nothing to an employer looking through his counting rooms, for the reason that the man who has been practicing "do-ing it now" already has become known to the management.

But if earnestness may not be feigned it may be cultivated. No matter what the task that comes to the hand of the man, there are two

ways of doing it-doing it to the ELLIOT O. GROSVENOR best of one's ability, or doing it with an eye on the clock and with the object of leaving it just well enough done to escape criticism. And if this task has been that of digging a mere hole in the ground, the worker's spirit may be read unmistakably in

youth in the world's workers, the parent faces the first responsibility, both as to discovering the young man's bent and afterward providing the special training that every year is becoming more and more necessary in his hurried equipment. But the young man himself must make up youth. His time of "wild oats" must be cut short. Sobriety in thought and action must come to him earlier than ever. For every month that he puts off that trite period of "settling down" he is cutting off chances as they are measured to those who may have the inheritance and training of seriousness.

Emphatically the young man who is 25 years old by the calendar and who is only 18 years old in mind and manner is handicapped to-day as he never before could have been handicapped in history.

John A. Howland.

Brag & Bluster may attract attention, but Quick & Quick accumulate the persimmons.

Cheap notoriety is dear at any price

Tanglefoot" Sticky Fly Paper

Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

> Tanglefoot is Sanitary Ask for Tanglefoot

Profit? Over 120 per cent. to you.







Rise and Fall of the United Garment Workers.

The clothing industry, the prey of labor troubles for a whole generation, the object of enquiry by Government experts, the study of economists and the solicitude of humanitarians, last year eclipsed all records in respect to the magnitude, intensity and duration of its labor disputes. Since the beginning of the year 1904, up to this writing, the trade has been the battleground on which an issue has been fought out and a principle established of great import to the industrial world.

The conflict was waged on a national scale between the organized manufacturers and workers. The strikes in the different localities were but incidents in the general engagement to determine the supremacy of the open or closed shop policy. The leading clothing markets were affected, and about 200 firms, employing, perhaps, 40,000 operatives, were involved.

The contest terminated in a complete victory for the open shop principle.

The close of 1903 found the United Garment Workers of America in control of most of the shops. The cutters were especially strong and aggressive. In that craft the working time had been shortened from nine to eight hours in all markets but Rochester and Baltimore, and the union apprenticeship rules and the schedules regulating the amount of work were being generally observed. In the tailoring branch nine hours a day was the rule, and the union was enforcing every manner of trade union restriction, from forbidding the employer to lay off a workman until permitted by the union, up to prescribing the duties of the foreman. The boycott was being employed with such effect as to overawe the bulk of the trade, and the union label was being affixed to the product of hundreds of firms in order to facilitate its sale. The retailers, in fact, were being freely pressed into the union's service.

No serious resistance was until then offered to the union's great and growing power, owing to the lack of unity among the manufacturers, and also because of the feeling of representative firms that it was better to submit to the union requirements, so long as it was possible to do so without serious embarrassment to their businesses, if such submission resulted in the suppression of the sweatshop evil. When, however, the union sought to trespass on the employer's prerogetives in the choosing of help and as to the conduct of his business, and to demand impossible concessions, the to-be-expected happened. The manufacturers combined for defensive purposes and, at the convention of the National Associa-

phia in April, it was decided to form a National Labor Bureau to deal with the labor situation in the trade. The convention adopted the following declaration of principles, setting forth its policy on the labor question: First. The closed shop is an un-

American institution; the right of every man to sell his labor as he sees fit and the freedom of every employer to hire such labor are given by the laws of the land, and may not be aflaws of the land, and may not

facted by affiliation or non-affiliation with any organization whatever. Second. The limiting of appren-tices in skilled trades is not only harmful to industrial development, but deprives the intelligent American youth of a fair opportunity for advancement, and tends to reduce him to the level of an unskilled laborer. to the

Third. The arbitrary restriction of the output is economically wrong, and in morals dishonest. A contract of employment is a sale of the em-employe's labor for the employers' money and intends on hence hence money, and intends an honest days work on the one hand and a full day's pay on the Fourth.

pay on the other. Fourth. According to the spirit of our institutions the laws of the land are of general and equal application and should be enforced without re-gard to class or condition. The situation was rendered more

acute by the pending troubles in Rochester and Philadelphia between the cutters and the associated firms, and by the boycotts being prosecuted against the associated houses in those markets. The difficulty in Rochester began October 12 of the year preceding and in Philadelphia on February 20, 1904.

The National Labor Bureau of the clothing trade was formally organized in New York on May 9, with Isaiah Josephi as President and Samuel Fleischman, of New York, as Secretary. The Clothing Manufacturers' Associations of New York, Chicago, Rochester, Philadelphia and Balti-more were represented. The Manufacturers' Associations of Cincinnati and St. Louis joined later. It was decided at this meeting in New York to post up in the cutting rooms of the firms represented the declaration of labor principles adopted at the Philadelphia convention.

Thereupon the General Executive Board of the union, meeting a few weeks later in New York, voted to declare a general strike against all members of the National Labor Bureau unless the Bureau agreed to a conference to settle the existing troubles in Rochester and Philadelphia, and for the purpose of arriving at a satisfactory understanding with regard to the open shop question. President Gompers, of the American Federation of Labor, in behalf of the general office of the U. G. W. of A., wrote to President Josephi, of the National Labor Bureau, requesting a conference for the purposes mentioncd, to which Mr. Josephi replied, in substance, that the Bureau had no intention of antagonizing the union. that it simply insisted upon the right of the affiliated firms to employ workmen, irrespective of their connection with the unions, that there would be no discrimination against union members, that the existing conditions in regard to hours and wages and the people at present employed would not be disturbed, and that the Bureau tion of Clothiers, held in Philadel- would discourage any tendency to-

ward a return to the sweating system. In respect to the request that the Bureau interest itself in bringing about a settlement in Rochester and Philadelphia, Mr. Josephi answered that as those troubles occurred prior to its formation, the National Labor Bureau could not interfere. Several other letters passed between Mr. Gompers and Mr. Josephi, but with no change in the result.

The pledge contained in Mr. Josephi's letter that the associated manufacturers would not disturb existing conditions or discriminate against union members, Henry White, then General Secretary of the U. G. W. of A., deemed sufficient, and announced his opposition to the contemplated strike. He pointed out further that it was unnecessary to make an issue of the closed shop, as that question was one to be determined solely by the ability of the union to organize the workers and not by agreement with the employer. The members of the union General Executive Board, ployed directly by the manufacturers, however, in response to the demands of the New York local unions, and tors, even where tailoring was done against their own judgment, as they subsequently declared, sanctioned the strike, whereupon Mr. White resigned his office, as he had announced that he would in the event of the strike taking place. Before resigning Mr. White sought the intervention of the National Civic Federation, of which he and Mr. Marks, the President of the National Association of Clothiers, were members, in a final sixth week, the men returning uneffort to avert the strike. Oscar Straus conditionally where they could find and Isaac Seligman, acting for the employment.

Civic Federation, endeavored to dissuade the general officers from ordering the strike, and the Daily Trade Record, New York Times and other prominent papers also acted energetically in the same direction, but it was all without avail.

Then began in New York on June 20 a struggle, which was repeated. under almost similar circumstances. in Chicago about six weeks later, in St. Louis the week following and in Boston about the same time. In the latter city the issue was with the contractors directly, but the firms openly sustained the contractors and desided not to supply work to any contractors working under closed shop rules.

The New York strike involved the thirty-seven members of the Clothing Trade Association and affected about 1,200 cutters and 15,000 tailors. This strike represented the first attempt of the cutters and tailors to act together. As the cutters are emand the tailors largely by contracon the premises of the firms the effort only complicated matters for the union, as the cutters were obliged to sustain the demand made by the tailors for the exclusive employment of union men, without receiving direct support from the tailors. The demand of the cutters was for the removal of the open shop notices. The strike was declared off after the Many of the tailors



made separate settlements with the contractors.

The Chicago strike involved the sixteen firms composing the Clothiers' Exchange and about 500 cutters and 6,000 tailors, and lasted The St. Louis about four weeks. strike affected five firms. The union general office had no control over the St. Louis locals, as the General President declared in his report to the general convention at Buffalo in August, and it is, therefore, difficult to decide exactly when the strike began and ended. The Boston strike was of five weeks' duration and affected about 1.250 men and women employed in fifty-five shops. The result of all of these strikes was the same as in New York.

Late in October the union practically chose between the establishment of the open shop in the Buffalo market or the retention of Business Agent Stone of the local tailors' who was obnoxious to the union. manufacturers, by withdrawing Stone, who was then placed in part control of a union co-operative tailoring shop, started at that time by two general officers of the U. G. W. of A. and Stone as a solution of the difficulty.

The only remaining important stronghold of the union then lay in the special order tailoring trade of Chicago. The iorty-three firms composing the National Wholesale Tailors' Association had closed shop agreements with the local unions in that city, and used the union label. On November 20 the cutters employed by E. V. Price & Co. and Fred Kauffmann went on strike. Thereupon the Association gave notice that unless the men on strike returned to work at once it would consider the existing agreements broken and would conduct its shops thereafter under open shop rules. A few days later all the union employes of the associated firms, about 10,000, were ordered on strike, and the Association decided not to deal with the union thereafter.

Within a few weeks the shops were in working order with new help, while the union, as in previous cases, stoutly maintained to the contrary, and in mass meeting resolved to remain out until all its demands had been conceded. The Chicago teamsters' union on December 18 interceded for the special order unions and requested that a conference be held with a view to a settlement, implying that its members would strike in sympathy in the event of a refusal. This peremptory request was declined, and the teamsters' union has so far failed to act.

The Daily Trade Record of Decem ber 5 published the statement of Attorney Isaacs, representing the National Wholesale Tailors' Associa-tion, that every member of the Association recently involved in the strike was then working with a full ods, recognize the legitimate authorforce and was in shape to fill all ity of the employer, and by these orders.

Daily Trade Record also stated that timent .- Apparel Gazette. as a result of a conference in New York City of certain prominent members of the Executive Board of the together too fat for the gander.

Union-Made Garment Manufacturers of America, comprising 140 firms, making overalls, shirts and mechanics' clothing, it was practically decided to hold a wage scale conference with the representatives of the U. G. W. of A. at the time of the annual convention of the Manufacturers' Association in New York in January. The Daily Trade Record also stated in this report that-although no confirmation was obtainable at that time -it was reported on good authority as having been decided at this conference of the overalls manufacturers that, if no agreement is reached as the result of the proposed joint conference between the overalls manufacturers and the union officers in January, "the manufacturers will not abandon the label, but will leave matters in statu quo. Of course, the union will be at liberty to withdraw the label if the conditions named by the manufacturers do not meet with its approval."

If the U. G. W. of A. should withdraw its label from the overalls manufacturers, or the firms abandon the label in a body, which is, perhaps, a possibility, this action will practically amount to the elimination of the organization from the field, as its influence will then be limited to a few minor markets catering to the union label trade and, as we have previously intimated, even this confined and feeble grip exists only at the pleasure of the manufacturers.

With the loss to the union of the strike in the Chicago special order trade, the year closes upon the final incidents in a notable "labor tragedy," as Ray Stannard Baker aptly termed it in his powerful story in December McClure's, and the close of the year likewise marks the wiping out of the United Garment Workers of America as a factor in the clothing trade, where, for thirteen years, its influence was potent. The defeat upon defeat which characterized the career of the U. G. W. of A. during the past year has especially revealed the inability of organized workmen to check themselves once they have started on a downward course, even although disaster be certain. It has also absolutely demonstrated the vital importance of a sane, business-like management of labor organizations. The phenomena noted in the clothing strikes have in the past year been evident in union movements generally, and indicate radical defects, which, if not soon corrected, must seriously impair the cause of organized labor.

The U. G. W. of A., beaten and demoralized, with ranks decimated and prestige gone, can regain its former standing and establish itself securely if it will but heed the plain lesson taught by its recent experiences, put its reliance upon persuasion, and seek to gain its ends by conciliatory methbroad policies place itself in accord In its issue of December 12 the with economic law and modern sen-

What is sauce for the goose is al-



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Extravagance Generally Women's Due To Ignorance. Written for the Tradesman.

The extravagance of women has long been the scapegoat on which many a man's failure in business is Recently this ancient libel has laid. received a new impetus from the statement of a writer in a magazine who says that, according to the warden of the Joliet penitentiary, 67 per cent, of the inmates of that in stitution are there because of the greed of their wives, and that millinery bills ruined more men than whisky.

The testimony of a felon may be taken with some degrees of allowance, but it has always seemed to come dead easy to men who went astray to lay the blame of their misdeeds upon women, and to shelter themselves behind a petticoat. Adam set the precedent at the first opportunity that came his way, and "the woman thou gavest me, she did it," has been the very maniy excuse offered thousands of times since by the weak and erring.

Whether the Joliet man was led to make these bitter remarks about women's intemperance in the millinery line just after getting the bill of his wife's winter hat, or in anticipation of the one for an Easter bonnet, no one knows, but the idea will be as indignantly repudiated by men as women. The majority of married men will bear willing testimony to the fact that their wives are the more prudent of the two, and in many cases the brake on the domestic machinery.

No one will deny that some men have been ruined by the extravagance of their wives, but such instances are exceptional. Indeed, one might well claim that a man so weak that he would commit forgery or embezzlement to gratify the vanity of a woman has so little backbone that he was bound to collapse anyway. All he wanted was a chance to go wrong, and he was sure to find it. And he's the kind of a man who would naturally lay the blame on his wife.

That many women spend far more than they can afford; that men are harassed by heavy bills for domestic expenses and embarrassed by overdue accounts for millinery is also true, but the fault is not altogether, or mostly, because of women's willful extravagance. Indeed, wives have no more just cause of complaint against their husbands than in not being treated fairly and with candor about such matters, for when husbands fail and business ends in disaster it is the women who suffer more. The majority of American husbands tell their wives absolutely nothing of their business affairs. The woman they really can afford, or that they can afford less some years than others. In many households she sel-

on a bill, which is paid with more and that is bound, sooner or later, to or less grumbling, which in time she end in bankruptcy, the man should comes to believe is a necessary part of the transaction. How, under such ters were-that she was marrying a circumstances, is it possible for her to have any way to gauge her expenditure, or, unless she has a miracuous revelation, to know anything until he had time to carve out a forabout financiering?

Nothing has died a more lingering death than the theory that the feminine intellect is incapable of understanding anything about business or money. Women do not know much, it is true, but it is because they have had no opportunity to learn. It has been part of the system of misplaced kindness of fathers and husbands to keep the women of their families in profound ignorance of all such matters, and the result has been when women did come into any money they were the victims of the relative or guardian who handled it for them. The prosperity of the French nation is built up largely on the fact that the wife of the bourgeoise is his business partner. Our domestic system has no greater weakness than the fact that the American woman is profoundly ignorant of her husband's business affairs and has no part in their management. The American woman comes of a race of shrewd business men, and it is absurd to say she can not understand a simple business proposition. Let her husband explain why they can afford only so much for living expenses, and nine times out of ten, yes, ninety-nine out of a hundred, the wife will willingly acquiesce in the arrangement. In most cases her love for him will prompt her to save him the worry of bills he can not meet. If it does not her good sense and conservatism will teach her that disaster and ruin can only be averted by prudence. The man who makes a confidant of his wife, and in whose affairs she is the consulted silent partner, is not the man who is ruined by millinery bills, or one of those who go to the penitentiary on account of a woman's extravagance.

Somehow we seem to have a sort of false delicacy in talking about money. The young man who is in love with a girl and wants to marry her seldom has the honesty to tell her just what he is making and what style of living she will have to adopt if she casts her lot with his. On the contrary, he speaks in glittering generalities. He is so anxious to appear well in her eyes that he often spends far more than he can afford. In their courting days he lavishes sweets and candy and books and theater tickets on her, and she naturally argues from these that they are to live in a kind of fairy land, where everything comes with the wishing. Perhaps she desires a swell wedding. He groans at the thought of what it will cost, and that he must go in debt for carriages and souvenirs for bridesmaids and a thousand incidental expenses, but he lacks the courage to say to does not have any knowledge of what her frankly that he can not afford it and that he will not do it. This does the girl the greatest injustice. Suppose that instead of starting life dom handles any money. She buys with a splendor beyond their means

tell the girl honestly just how matpoor man and would have to economize, to wear made-over frocks, perhaps, and do with a maid-of-all-work tune for them? Do you not know she would respect him more and love him better? It is possible she would not have the courage or the love to make such a sacrifice. Then, surely, a man missing such a wife might be like Beatrice at heaven, daily on his knees thanking it for his escape. But the true-hearted, plucky, loyal American girl would not refuse such a partnership. She is not built that way. She may be relied on to do her part if she is given a chance.

No man has a right to complain that he can not help his wife's extravagance, or that it tempted him to steal. It is a contemptible confession of weakness. The vainest, the most frivolous, the shallowest woman who ever lived will respect the man more and love him better for refusing to let her ruin his prospects in Deep down in every woman's life. heart is a demand that the man she loves shall be stronger than she is, and have some sort of principle that he will not sacrifice to her whims and caprices-no, not even for love of "I could not love thee, dear, her. so much, loved thou not honor more," is her unconscious motto, and the man who fails to check the recklessness of an extravagant wife has

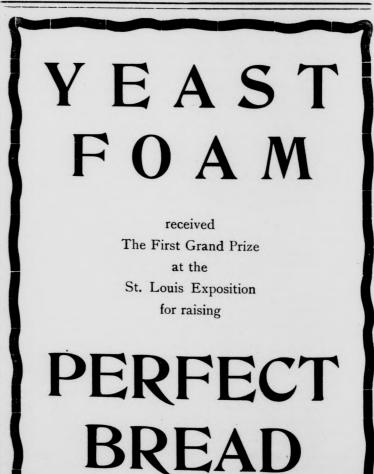


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the poor satisfaction for his comfort that she despises him for his weakness.

For every life that is wrecked by the extravagance of a wife, and for every man who goes to the penitentiary because of millinery bills, there are thousands who owe their success to some woman whose prudence and conservatism is the balance his mouth, and a continual life-isn'twheel that keeps the domestic machine in working order. Men who set up no false pretenses with their wives, who tell them fairly and honestly what they can afford, seldom have cause to complain of their extravagance. The path of matrimony does not lead to the penitentiary, and the way of the defaulter is not paved with millinery bills, or embellished with Easter bonnets. The average business man saves more money after marriage than before, and he spends less on his wife's hat bills than he did treating the boys.

With women extravagance is generally a sin committed through ignorance. The woman who has money of her own is far more apt to live within her income than a man. The average business woman is pretty sure to have a little nest egg laid by in the savings bank against a rainy day and she will do this on a salary on which a man would think it impossible to save up a penny. A woman who would spend as much on a purely personal indulgence as a man does on cigars in a year would be regarded as a monster of extravagance and a warning to her sex.

No one would set up the absurd claim that women are invariably judicious in their expenditures or always administer their household affairs wisely and economically, but it is claimed they do not willfully ruin their husbands by their greed or love of luxury. The American wife has her faults, but she is courageous, loving, loyal and willing to do her part in bearing the burden of life, and when she is accused of sending 67 per cent. or any other appreciable per cent. of ielons to the penitentiary because of her millinery bills she indignantly denies the accusation.

Dorothy Dix.

Largest Store.

The honor of possessing the greatest store in the world belongs to Russia.

It is situated in Moscow, covers twenty acres, and embraces a thousand different establishments, each of which has its own proprietor. The place is, in fact, a sort of bazaar, consisting not only of shops on the ground floor but also on three floors above it.

The merchandise offered for sale is described as of fabulous value-it amounts, in fact, to millions of dollars

The prices of the wares are not marked. The Russians are much given to bargaining for and cheapening the goods they buy, and in buying at the bazaar most of them "negotiate" with the tradesman much in the Oriental fashion.

of elemental jelly.

He Took His Chief's Advice.

The President of the firm had been aware for weeks that his chief clerk had fallen into a most deplorable state of melancholy. It did not require any great amount of perspicacity to observe this. When a man goes around with dark rings under his eyes, a woe-begone expression about worth-living expression in his whole bearing and demeanor it is evident even to the most slovenly observer that there is something wrong with him. When this stage continues week after week, growing deeper and more foreboding with each day, when a chief is caught time and again sitting before a desk covered with work with a far-away look in his eyes, it is safe to make a little bet that there is at least one woman in the case.

The President of the firm, being wise in the lore of the world, knew this. He knew also that such a state of affairs does not make for efficiency in a chief clerk. As he valued his chief clerk highly, not only because of his services but for his personality, the President resolved to discover the reason for his employe's melancholy and if possible remedy the trouble. When he discovered in his private office that it was a pure case of love the remedy was simple.

"Marry her," said the President. "Marry her; that's all."

But then came the reason for the long weeks of melancholy and lost hopes

"I can't marry her; that is, I can't very well," said the chief clerk. "You see she belongs to one of the best families in the city; in fact, what is possibly the best family here. Her folks would never consent to her marrying a common clerk like myself.'

"But she loves you, don't she?" asked the President. "Do you think she is going to let any parental opposition stand in the way of marrying the man she loves? Your position here is a good one, and your name is honorable. Go ask the girl. Don't let the parents' will stand in your way."

"But it's no use-her parents would cut up too rough. And she wouldn't like to anger them."

The President waved his hand contemptuously. "Pooh, pooh, my boy," said he. "You marry that girl. Elope with her. By the way, do I know her?"

"Yes, sir," stammered the chief "She'll be at your ball next clerk. Tuesday."

"Well, then, there's your chance to elope with her," was the answer. "Leave the ball early with her. My coachman, Joseph, will be waiting and will drive you to the station. Then when you are out of the way I will see the father and settle everything for you."

"Is that really your advice?" queried the youth, gleefully. "Do you want me to do it?"

"Yes; I command you to do it. Now cheer up."

The ball was a glorious affair. The Yes, a woman's heart is made out chivalry and flower of the 400 were there. The concealed Hungarian or-

chestra played to the satisfaction of all present and the scene was one of gayety. But after the ball there came a sad discovery for the President. When the heads were counted it was found to be no one else than his own daughter with whom the chief clerk, obeying the command of his superior, had eloped.

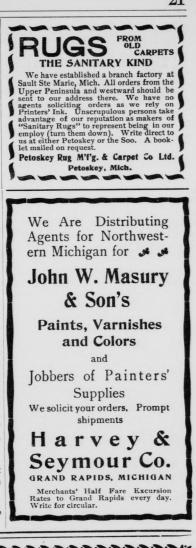
"And I-I ordered him to do it!" gasped the shocked father. But to show that there were no hard feelings he sat down and wrote a telegram which read: "Come back; all will be forgiven." Jesse Harris.

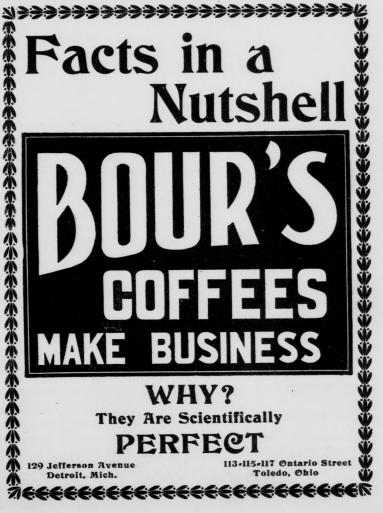


"All the Almeria grapes come from Spain packed in corkdust," said a fruiterer as he picked up a luscious bunch, "although many of our patrons seem to have an idea that it's sawdust. Corkmaking is a great industry in Spain, the corks being made mostly by hand from the outer bark of the cork tree. This stuff is the waste, of course. It's an ideal material, offering little resistance, yet filling in tight, and keeps the grapes from being bruised. Most persons think every time a fresh barrel is opened that it has just arrived from sunny Spain. As a matter of fact, these grapes come over in September -enough to last up to April, or a trifle later."

The man who does not care what people think of him is seldom worth thinking about.

Happy is he who has nothing to lose





21



Observations of a Gotham Egg Man.

The receipts of eggs in the largest distributing markets from January 1 of last year, although it is quite probable that the supply of fresh gathered stock has been somewhat lighter. Chicago receipts have been running lighter than last year, so far this show an increase. This is undoubtedly because Chicago carried over the turn of the year, relatively, and actually, the largest stock of refrigerator goods, part of which have been coming to Eastern markets; moreat intermediate storage points have been moving Eastward and the receipts at New York, Boston and stock of held eggs in all sections was so much lighter. Chicago, having a much smaller proportion of refrigerator eggs included in her receipts, is a better criterion of the rate of winter production than any of the Eastern markets.

The unusually light supply of fresh gathered eggs has kept the trade largely on the refrigerator goods and there has been a steady and rapid reduction in the comparatively liberal holdings that were carried over into January.

These markets had 138,200 cases on hand December 31, showing a reduction in the two weeks of about 60,700 cases, or 44 per cent. I have no recent report of Chicago's remaining stock, but that market was credited with about 150,000 cases on Dec. 31 and her rate of reduction should have been a little greater than ours because she has been unloading some stock here. Probably it would be fair to suppose that Chicago had 70,000 or 75,000 cases left on Januarv 14.

There are still some blocks of refrigerators left in New York State houses outside of New York, the quantity of which can not be certainly ascertained; but it would appear that with an increase in supplies of fresh gathered the stock in all sections ought to be pretty nearly exhausted by February 1st or very shortly thereafter.

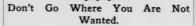
At the present writing the prospect of getting enough increase in fresh production by that time to take the place of refrigerators, even should the weather be favorable in the meanmonth there has been a succession takes anything.

of cold waves in many of the most important sections of winter egg production and even after these give way to more genial conditions, and production begins to respond, it will probably take a couple of weeks before a material increase could be felt in seaboard markets.

When we consider the large extent to which consumptive demands have to 14 show some increase over those been dependent upon refrigerator eggs during the past the prospect that they are likely to be exhausted in two or three weeks more makes a shortage seem rather more probable than otherwise. At the same month, while all the seaboard markets time our consumptive output appears to have fallen considerably and holders of refrigerator eggs are generally disposed to accept the present favorable opportunity to sell. For the two weeks from Jan .1 to 14 our receipts and storage reduction amounted to over, most of the refrigerator eggs about 95,700 cases and the stock of eggs in receivers' hands was probably fully as much on the 14th as on the 1st of the month; this indicates a Fhiladelphia have thereby been kept weekly output of about 47,850 cases, above those of last year, when the against an average weekly December output of 50,600 cases .- N. Y. Produce Review.

A Large Egg Farm.

What is said to be the largest egg farm in the world is owned and managed by C. E. L. Hayward at Hancock, N. H. It has at this time over 8,400 hens kept in 600 small houses, fourteen in each. The hens are never allowed outside their little eight-foot square coops, and are never fed green feed, contrary to the teachings of all other poultry feeders. Each hen gets about a quarter of a pound per day of beef scraps, gluten, hominy feed, wheat, etc., with a little salt, ground shells, grit and charcoal, and plenty of clean water. They average 100 eggs each during the year, for which the high average of 26 cents a dozen is received, or a total of \$2.17. It costs about \$1.17 each for feed, so that the profit on each hen is about \$1. The droppings go to fertilize a large orchard and are a source of considerable profit. Only the young hens are kept; the second year they are sold and pullets are bought for the next year's egg crop.



Never go where you are not wanted. If a man wants you to come to his house he will invite you to do so, and if a jobber wants you to visit his place of business he will invite you through the columns of a trade journal. If he doesn't invite you it is pretty evident he doesn't care for your patronage.

The man who never makes mistime, is rather slim. For the past takes is the man who never under-



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

L. J. SMITH & CO., Eaton Rapids, Mich.



22

Recent Trade Changes in the Hoosier State.

Darlington--The hardware and implement business of Butler, Peterson & Allen will be continued in the future by Butler, Peterson & Saidla.

Economy-Mendenhall & Harris will continue the business of Alves Mendenhall, dealer in implements.

Fort Wayne-Benj. Rekers has sold his grocery stock. Geneva-J. M. Minch & Son, gro-

cers, are succeeded by Minch & Zehr.

Indianapolis — Berretta & Co., wholesale and commission fruit and produce dealers, have dissolved partnership. The business will be continued by Mr. Berretta.

Indianapolis—The flour mill business of Geo. T. Evans will be continued under the style of Geo. T. Evans & Son.

Indianapolis—The F. G. Kamps Fish & Oyster Co., wholesaler and retailer, is succeeded by the Hoosier Fish Co.

Indianapolis—The Advance Paint Co. succeeds the Lilly Enamel & Paint Co., manufacturer.

Indianapolis—The Royal Garment Co. has increased its authorized capital stock to \$20,000.

Indianapolis—Lee R. Kahm has been admitted to the firm of the Wisconsin Paper Mills, wholesaler.

Kingman—J. H. McCord succeeds White & Lewis in the hardware business.

Lafayette — The Hogan-Johnson Drug Co. has changed its name to the Hogan-Spitzer Drug Co.

Marion—The Indiana Brass & Iron Bed Co. has moved to Mooresville. Montpelier—Andy Rapp is suc-

ceeded in the meat business by Fred Schneider.

Princeton-Allen Bros., druggists, succeed J. T. Fleming.

Scottsburg—Ambrose Bennett is succeeded in the cigar business by W. Thompson.

Sheridan—J. L. Vickery will continue the wood and coal business of Woods & Vickery.

South Bend—The City Roller Mills will continue the milling business of Chas. Matthews.

Terre Haute—The grocery business of Chas. T. Baker has been transferred to a trustee for his creditors.

Terre Haute—Bement, Rea & Co., wholesale grocers, will continue business under the new style of the Bement-Rea Co.

Windfall—May & Ellerman succeed D. B. Vice in the general store business.

Columbus—A petition in bankruptcy has been filed by the creditors of the Brunswick Clothing Co.

Indianapolis--A receiver for S. M. Hoff, dealer in dry goods and millinery, has been applied for.

Recent Business Changes in the Buckeye State.

Archbold—The hardware business of Vernier & McLaughlin will be continued under the style of Vernier, Mc-Laughlin & Co.

Dayton-Chas. Andrews, retail grocer, has discontinued business.

Baltimore—Hansberger & Bright succeed D. L. Hansberger in the hardware business.

Dayton—S. Fred & Co. have closed out their stock of clothing, shoes, etc. Cincinnati—Geo. H. Dean & Kite Bros., manufacturers of queensware, will continue business under the name of the Dean & Kite Co.

Dayton-E. J. Mathews, druggist, is succeeded by Dr. Newton.

Columbus Grove—Kidd & Webb, doing business under the style of the Banner Shoe Co., will discontinue business.

Cresco—H. T. Mobley will conduct the general store business of Mobley & King, who have dissolved partnership.

Dayton—Fred M. Mellis will carry on the business formerly conducted by Mellis & Mellis, dealers in dry goods and notions.

Greenfield—The Slagle Lumber Co. has arranged to conduct in the future the coal business formerly conducted by Ennis Henry and also the lumber business formerly conducted by S. L. Derass.

Logan—R. F. Remple, hardware dealer, is succeeded by the Remple & Brown Hardware Co.

Pomeroy—The grocery business of J. A. Franz & Sons will be conducted in the future under the new style of the J. A. Franz Co.

Wilmington—The Lorish Harness Co. is succeeded in business by G. E. Wallace.

Cleveland—A petition in bankruptcy has been filed by the creditors of Geo. L. Wherry, glass jobber.

Mansfield—A receiver has been appointed for the Hahn-Berno Co., retail realer in dry goods and carpets. Wapakoneta—M. M. Larkin has

discontinued his boot and shoe business. Mr. Larkin also conducts a boot and shoe business at St. Mary.

Quality of Eggs.

Many people imagine that a brownshelled egg is better than one with a white shell. This is purely imagination, and the only way to test the richness of an egg is to break it and look at the yolk. The deep orange yolks are the best and the pale yellow ones the poorest. Citv hens or those which are badly fed and whose runs and roosts are poorly ventilated and badly cleaned lay the pale yellow egg. Those which live in the country lay the rich orange ones, as do all wild birds. Anaemic eggs contain less iron than rich ones, and are far less nutritious; but there is only one way to test an egg's quality, and that is to break it.

"White Coal" in France.

Mountain streams and glaciers, whose powerful flood the French term "white coal," are used in Grenoble, France, in larger and larger proportions. The latest achievement is the lighting of the entire city by electricity generated twenty-seven miles away. Ornate standards thirty feet high, with curving pendants terminating with powerful arc lights, have been erected in the streets, and the full illumination after a period of testing is soon to be made the object of a fete.

Butter

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

E. F. DUDLEY, Owosso, Mich.

W. C. Rea

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WHOLESALE



See our quotations in Grocery Price Current on page 45

DETTENTHALER MARKET, Grand Rapids, Mich.



23

A. J. Witzig

RIGHT LIVING.

Little Acts of Courtesy Which Lead To Success.

I often wonder how many people there are who try to carry out in their lives from day to day the canons which they theoretically profess as to the conduct of a gentleman. I am not talking of the big affairs of -veracity, integrity in business, discharge of the great social obligations. I am thinking rather of the little things, and I talk of them the more freely because it is little things that make up most of life. I think the safest of rules for a man who wishes to be a gentleman is to try to make some little sacrifice every day. It may be the bestowal of a gift on a friend or relative who is less blessed by fortune; it may be the visit to the ill or the distressed; it may be the sacrifice of some small pleasure, because by doing so somebody else will be rendered the more content.

There are little acts of courtesy, also, which give a certain pleasure, call for a certain amount of sacrifice, are a certain training in good feeling. People who are accustomed to take their meals alone are often wanting in these small courtesies, not from want of heart, but from want of thought. origin of ill nature, as well as much stance, that he should lay it down ill health, and sometimes even of misconduct, in this world. De Quincey, in that weird and affrighting essay of his on "Murder as a Fine Art," makes the grim assertion that the murderous instinct 'had been aroused in a man because he had absurd to say that the canons of taken cold mutton for dinner. Seriously, it is true that many people are driven to dyspepsia or drink or even vice by the fact that they have to take their meals all alone. I am sure that a number of the young provincials-boys and girls-who come into London in search of fortune go to the dogs from the despair that loneliness creates in miserable lodgings. Returning to the question of manners, I find that, if one gets into the habit of eating alone, the little courtesies of the table-the passing of salt and such things-begin to be forgotten; and all this is bad manners

One of the commonest offenses against good manners which I observe is in the clubs. You find a gentleman-or at least a so-called gentleman-going to one of the washing bowls, filling it and, after using it, leaving behind all the water he has dirtied. This is so gross a breach of manners, and even of decency, that I never see it without internal rage and disgust. Indeed, I have often gone deliberately over all the basins of a long row which f found full and emptied them myselfpartly in disgust, and partly lest anybody should think I could be capable of the rudeness of leaving a bowl unemptied after I used it.

I saw quoted a few days ago in a weekly journal Cardinal Newman's well known description of the attributes of a gentleman, and I can not the result of the conviction expressed

"It is almost the definition of a gentleman to say he is one who never * * He has his inflicts pain. * eyes on all his company; he is tender toward the bashful, gentle toward the distant, and merciful toward the absurd; he can recollect to whom he is speaking; he guards against unreasonable allusions or topics which may irritate: he is seldom prominent in conversation, and never wearisome. He makes light of favors while he does them, and seems to be receiving when he is conferring. He never speaks of himself except when compelled, never defends himself by a mere retort; he has no care for slander or gossip, is scrupulous in imputing motives to those who interfere with him, and interprets everything for the best. He is never mean or little in his disputes, never takes unfair advantage, never mistakes personalities or sharp sayings for arguments, or insinuates evil which he dare not say out."

The demands which are made in this passage are such as one would expect from one of so lofty a character as the writer; some of them are counsels of perfection, which only the elect could even try to live up to. Some of them I would even object to as carrying English ideas too far. It is eminently characteris-The lonely meal is the tic of a great Englishman, for inas one of the canons of a gentleman's conduct that he "should never speak of himself. Such a canon would rule out many of the countries of Europe, and most of the citizens of the United States; and yet it would be gentlemanly behavior and demeanor are not as high in these countries as in our own. The late Harold Frederic used to tell, with great amusement, how he once traveled from Euston station to a remote part of Ireland with Lord Milner, then himself a modest member of the Pali Mall Gazette staff, and how, after he had told every secret of his life and of his heart, he had got to the end of the journey without even knowing the name of his traveling companion, still less had he heard anything of his profession. Here was English reserve, and Newman's maxim carried to its uttermost point. For Lord Milner was a journalist traveling with a journalist and, therefore, might, without any loss of dignity or violation of reserve, have communicated that fact to his traveling companion. And yet, although I can not say that I could imitate or even would desire to imitate such reserve, I can say of it, as Talleyrand said of Lord Castlereagh at the congress of Vienna, "C'est bien distingue."

But is it rude to talk about oneself? Sometimes I would be inclined. to lay down the principle that, unconsciously, a gentleman who maintains this iron wall of reserve is wanting in that tact and consideration which are the true bases of real politeness. I do not blame a man for being overreserved. Often it is the result of unconquerable shyness; often it is

good manners; but I confess--I suppose it is because 1 am an Irishman -to a sense of restraint, and sometimes even of discomfort, when I meet people who are not willing to reveal one thing of their inner selves. I am convinced, too, that a good deal of the unpopularity which Englishmen enjoy on the continent and elsewhere is due to this reticence, which is misunderstood for pride, when it is so often but shyness, or even the idea that self-revelation might bore other people.

I astounded some friends of mine in Scotland some time ago when on a visit there by the statement that, after thirty-four years in London, I still frequently felt myself like foreigner. But the reason is plain: it is because of that very reserve on the part of Englishmen which makes them so much of a riddle to those who are not of the same nationality as themselves. They are, perhaps, the only nationality in the world which remains so difficult to those who do not belong to them. Scotchmen have the reputation of being cautious and reserved. That may be true with regard to the deeper things of life, but it is certainly not true with regard to their ordinary and superficial feelings. J once had to make a stav of several weeks in Edinburgh, and I was struck with the readiness to enter into conversation of the Scots shopkeeper. I have exactly the same feeling in Glasgow, which I have visited now often enough to know well. The people strike me as far more communicative than the London shopkeeper.

It is the same with the people on the continent. Those who do not know Germany are in the habit of drawing quite ridiculous and false comparisons between Germans and you. Frenchmen. There is an idea that. being of Teuton blood-like the English race-they are reserved and selfrestrained in comparison with the exuberance of the Frenchman. But it is quite untrue. If anything, the German is more emotional more unreserved in his expressions of emotion, than his neighbor across the Vosges. Have you ever traveled on a steamer on the Rhine in the summer time? If you have you will remember the bridal couples that came on board the boat, and their embarrassing frankness of endearment. They are in love with each other, and they do not mind who sees it. In that respect they are far more unreserved than French people, who are uproariously gay, hearty and convivial in their wedding festivities, but do not think it quite decent to reveal the tenderness of their affection to the public eve.

The American is almost prudish in his self-restraint so far as the tender passion is concerned. He is not only shocked but appalled by the sights he sees even on our bank holidays. But when it comes to private conversation the American would think it wanting in good manners not to speak quite frankly about his do better than give that quotation: by Cardinal Newman, that reticence affairs, his thoughts, his opinions, and where.

about oneself is a necessary part of even his emotions, to the person who happened to be his fellow traveler. The result I have always found to be in my own case that within ten minutes of taking my seat at the side of an American I have felt that I thoroughly understood his character, his point of view, his place in politics, in business, in society. And I have found that experience pleasant and conducive to the enjoyment of life.

I have a theory that nobody in this world is really uninteresting. All you want to find out about any individual is what he can tell you. In most cases a man can give you valuable information about his own particular calling, and that information may turn out to your advantage or your instruction-you never know. The proper study of mankind is man, and that may be supplemented by the statement that every man is worth study. There have been students of human nature who, even when they have acquired sufficient wealth to travel as they please, yet travel third class in order that they may have freer intercourse with the masses of the people, especially with those who work with their hands.

I remember that when Mr. Gladstone once was on a visit to Ireland he used to go into the third class carriage in order to have a better opportunity of learning the real thoughts of the Irish masses. One day I heard Sir Michael Forster, the eminent scientific man who represents London University in the House of Commons, describe how he used to travel third class, and how he sometimes got valuable hints as to the thoughts of the masses by so doing. But there is no use in going among men unless you train yourself to get rid of shyness and reserve, and unless you talk freely to those around

Of all the words in the language, I think the word "gent" the most abominable. So, I am glad to say, does a highly distinguished member "Gent," this legal of the bench writer says, slyly, "as well as 'gentleman,' has been defined. 'He is an independent gent,' said a witness in man. 'You mean a gentleman?' en-quired the judge. 'Yes, a gent,' reman. peated the witness. 'Oh, I see,' replied the judge, 'that's something short of a gentleman, isn't it?' Which really is true, as well as T. P. O'Connor. witty.

Oil On Troubled Land.

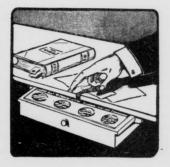
Oil is not only poured on the troubled waters but also on agitated terra firma. Some 3,000 miles of the roadways of California are now treated with oil for the purpose of laying dust. The results are said to be most promising, partly perhaps because of the peculiar climatic conditions in Southern California. The climate is dry, so that the difficulty has always been to prevent the road surface from loosening, since there is not sufficient moisture to bind the road materials. The oil used has an asphalt base and differs in this regard from the crude oil available else-

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A National Cash Register automatically records every sale and every penny received or paid out. All receipts must be on hand or accounted for.

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NATIONAL CASH REGISTER CO. DAYTON, OHIO	Name
I own astore. Please explain to me what kind of a register is best suited	Address
for my business. This does not obligate me to buy.	No. Clerka

GRASP OF THE GRAFTER.

He Insists on Being Taken Care of.

Yes-this is a confession-I was "in trade," as I have heard the phrase so often in Great Britain. I am beyond that necessity now, thank goodness, but the remembrance is strong within me. Not that I have a single care as to what society might think of my "in trade" experiences; it is that which I am forced to feel in my own heart that leaves my business experience a blemish upon my conscientiousness.

Yet I have bought my "success" a great deal cheaper than many a man is buying it now, and cheaper than many another man in competition with me has bought his failure. Lawson in his "Frenzied Finance" has been telling us how he and his pals figuratively blew open a safe, divided the spoils, how he became dissatisfied with his part, and finally decided to "squeal." I have not blown any safes and I am not squealing; I am only thankful that I have served my term at galley slaving for the public and am able to suggest to the average young man who was as innocent as I just how many competitive business hurdles he may have to jump and just how he will have to clear the most of them.

But as a first vital statement concerning all competitive business in almost every possible line, I have to say to this young man entering business life that he is to be the cringing slave of business to the end. There is no escaping it. There is no other price to pay for business success. Slavery is the price of success in business and the man who refuses to pay that price has bankruptcy facing him as the inevitable.

Graft, of which one hears so much these days, is simply one of the incidentals to this slavery. It has lent emphasis only to the necessity of the liberal "taking care" of a certain business element that is everywhere, and which nowhere is in greater numbers and more insistent than in the politically and judicially clean England. Graft in business to-day means only that the older, cheaper and I first "introduced" the merits of the coarser methods once employed in business have been superseded."

"Taking care of your man" is the one tremendous incubus of business all over this country, and all over Europe as well. To the extent that the business man is not wholly the slave of the general public, he becomes the slave of the man and men who must be "taken care of." The in those days it was appreciated that hardest knock of the kind that I ever received was within a year after I came to Chicago.

I was representing a great concern dealing largely with a certain line of incorporated industries. I had a meritorious product to dispose of, and at the time I came to Chicago these industries east of Ohio had that it is to begin some important for it. But I found insuperable diffi-

managers, managers and like officials. When I thought I had told them, the question would be repeated.

Well, I "caught on" after awhile and decided to go back and see the general offices in the East. In the general offices I was received pleasantly enough, but with the remark that the Chicago sales were not all that they should have been. I started to explain the lack of interest in Chicago and in the West.

"But, my dear man, see here," exclaimed the manager of our concern, 'we have put that thing into every possible place along the whole syndicate of the Billion Million Company, Limited!"

"Yes," I replied, "and for \$500 for each plant we can put it all through Casham Ouick and the Combine Crush companies from the Great Lakes to the Pacific slope!"

"Pay a bonus for the privilege!" he shouted.

"That is it," I said. "Didn't you have to pay it to the Billion Million Company?" "Never," he said, solemnly; "never

a cent; and the company is delighted with our device."

I began to get busy and to ask questions with all the directness and insistence that come to an employe when he sees his job steadily going to the bad. At the end of ten minutes I had the truth. Not a red cent ever had gone to a minor official in the Billion Million Company, but, on the other hand, my company had given to the Billion Million Company a clean 1,000 shares in my company for "value received!" And the manager who had bribed one company with stock was too upright to let me bribe certain underlings in other companies with money, that we might achieve the same end!

But I came back to Chicago, paid the \$500 where it did the most good in the interest of the house, and as a result the house still holds the business that it should have had on the simple merits of its products, although it may have had to "take care" of certain men in those patron companies a number of times since thing to them.

Somebody in reading this will say that this is bribery, pure and simple. Of course it is, just as it was briberv when under the old regime it was sufficient for a city merchant to see that his country customer was given "a good time" when he made his semi-annual trips into town. Even the merchant who did not observe this custom with certain types of his patrons was loser in the end; he had to do it because others did it, and the more it was against his will the more he was slave to his constituency

Let some big corporation advertise adopted the thing and had only praise construction work of complicated details and involving supplies of many culties in Chicago in extending the kinds in which there are diversities interest in the product. "Why should of patterns and materials. Consider we change?" was the query made by the position of the honest man who mechanical superintendents, business has a meritorious something that is



Cold Weather G

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TRADESMAN COMPANY, Grand Rapids, Mich.

in competition with several other manufacturers who have inferior devices or material. The mere merit that is in his product will count for nothing. It is to figure incidentally in the interests of a corporate body so far removed from the manager or superintendent, or constructing engineer, or other possible person who must be "taken care of," that merit is no consideration. What is it worth to the promoter of the thing to have it accepted?

That is the question that he will hear with insistence at every turn. He has just two alternatives: He may turn away in scorn, saying it before. To the extent that the Britpurchase a treacherous employe of the company with which he means to deal: or he may turn to the questioner and outbid all the others in the field of his competition.

the situation. It is a condition. To trade or not to trade is the proposition, and the only way to trade is to "take care of" those who insist upon being cared for-he can take care of them himself or he may turn away, leaving them to be cared for by a successful competitor.

There is even the philosophy of the man who is "cared for" to be considered. I have heard some of this philosophy in my experiences. There is the experience of a former business acquaintance of mine who was connected \$500 worth with my "fixing" a Western plant. This was his attitude toward his corporation:

Seven-tenths of the stock of his concern is held in Europe. The concern's stocks were the closest of barometers of the syndicate's business and the managements of the various plants were praised or blamed according as the foreign held stocks rose and fell. Once in the history of the Western territory of the concern salaries were raised and wages forced up to a point where dividends suffered and stocks reacted, causing a shaking up of managements that was revolutionary.

But at the time I had to "see" this acquaintance salaries and wages were at a point where the margin was more than enough to justify his being "cared for" on a liberal basis. What if my house afterward did break even on the deal? What did he care for those foreign holders of bonds and stocks whom he had never seen and never would see? The \$500 that I paid him was vastly more material and convertible.

But if I have found these experiences in business to be disagreeable on this side of the water, something a great deal stronger is necessary when I consider the attitude of the business man of Great Britain, and especially of England.

From my knowledge of English affairs I have every reason to believe that England is one of the best governed countries in the world when it comes to her political machinery. There are times when I have thought that the rectitude of her judiciary was so great that in the effort to stand straight it might have leaned backward into wrong. But when it down.

comes to the hordes of men in business competition who must be "cared for" before business opens to the business man I venture to say that England leads the world in the shamelessness of her business methods

From the moment an American lands in Great Britain and is recognized as being on a business mission he is hunted of the men who are in the eternal position of looking for caretakers. There are a baldness and open solicitation about them that are shocking to the man who may have known only American methods is worth nothing to him if he has to ish politician and jurist are above suspicion the British business man seems to have sunk until suspicion no longer is necessary in the business vocabulary; it becomes open knowledge, and is accepted as inevi-There is no moralizing possible in table. It is small wonder that the one social question there should be whether the social matriculant ever 'was in trade."

If all this is to be a message to the young man who may have an active or potential interest in business, stress needs to be laid upon a few facts in summing up.

Go into business and you become the slave of it. In certain lines, as I have shown, you will have become the tool and servant of a few men before you can hope to become the slave for the consuming public in general. You will need to smile and smile when you would rather swear and swear.

You will find that there is no such thing as a one price put upon any competing commodity anywhere in the industrial world. It is immaterial that you can not see why such a thing as one price should not be possible; you will be up against the fact that it is not.

You will have to "take care of" men you will despise beyond words, but this will be business, just as inevitably as freight rates and taxes.

Time and again you will be in the position of arbitrating between a clamoring conscience and a threatening bankruptcy.

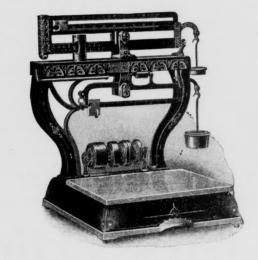
And when as a business man you shall have gone through these conditions and finally "retired," as I have done, thank God, you will appreciate the spirit in which I have written these lines. X. Y. Z.

Wireless Used on Trains.

Winged Mercury's twentieth century counterpart is wireless telegraphy on fast flying trains. Arrangements are being made for the installation of wireless telegraphy on two railroads. It is proposed so to equip one train that passengers may send or receive messages at any time, whether the train is standing still or running at a high rate of speed. Experiments have been made with the present automatic block signals in combination with the equipment for wireless telegraphy whereby signals of danger have been given in the engine cab from points on the line. Another object in installing the wireless system of telegraphy is to avoid loss of communication when the wires are



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Perfect Standard Computing Scale for \$39

which we guarantee to be better than any scale sold by our competitors. Write for particulars, giving name of your jobber.

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Superior Stock Food Co., Limited Plainwell, Mich.

27

LOOKING BACKWARD.

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

On reaching New York from Texas, following a long period of food and financial depression, the bread wagon was all but backed up to the warf to meet me; and for quite a while I rode on the front seat. The captain of the steamer said I had no legal claim on him for wages, since I had taken the place of a cabin boy who ran away at Galveston. Still, in the goodness of his heart, the skipper gave me \$4 in new \$2 bills for toiling a matter of ten days on his boat. Half of this money went for a blue cap with gold lace on it, voyage as the Real Thing; but after scrubbing paint-work one day I soured on the sea and lit out, first selling my gorgeous cap to the ship's carpenter for \$1.

That goal of so many restless spir-I got cold feet on the iron molding proposition, because I couldn't see any foundries. Some years later, when I again blew in as a newspaper reporter for Mr. Hearst, the village wasn't big enough. Strange, isn't it, how the universe shrinks and shrivels when a young fellow sets out to push it around with a lead pencil? to the metropolis, taking in the The traveler may choose his own home a load of peaches for 15 cents. the tumbling waters was a fresco ar-sights, mostly from the outside. Then air and company while hoofing it I joined the Iron Molders' Union of tist who had a friend boarding at my

I slid on to Albany, deeming that down the pike. The coaches were town about my size. scenery along the Hudson is great. ed the night before from an emigrant That may be true enough, but when the tourist makes the trip in the in arms prior to leaving home cornight, in the paddle box of a steamboat, the view is limited chiefly to It was the nearest I ever came to foam and bubbles, and he is moved at times by that moist feeling.

On the morning of Decoration Day a dead hero, without any rose garlands on him, stepped off at Albany with his little damp bundle and spent some quiet hours along the river front drying out. It was like Sunday. Next morning, before 8 o'clock, struck a fine job and could have had several others. Many patriotic iron molders of Albany had, scattered phyxiated. My capital consisted of bright flowers on the graves of our as I contemplated making another Nation's dead the previous day, and ory--that a job would turn up in the couldn't get their eyes open in time to go to work. One of the best the boss said three of his patriots seasons to seek jobs in industrial circles is right after a holiday. The bosses are out looking for you. One month finished my course at Albany. fell into a sand pile and got busy its-New York-was too big, too There I fell in with a crowd of gay vast and overwhelming for me. The young men about town who doted immensity of things dazzled me, and on beer and variety shows, and the pace was too rapid for a sport brought up at Mudville, Ill.

One Saturday night after a wild debauch and with 20 cents' worth of beer in my skin I broke into the shop for my tools and started West on Monday morning on a scalped emigrant ticket. Riding on that kind of transportation and in that kind of But while my \$3 lasted I hung on train is but little better than walking. chanic, if so disposed, could take

They say the packed with soapless foreigners, landship, and those who had no babies rected the omission on the way. touring with a circus and menagerie under one roof.

> The day was the Fourth of July, and I celebrated my independence by sitting on a car platform, inhaling deep drafts of ozone, freedom and New York Central clinkers. They put me off at Buffalo, and I was glad my scalped ticket did not call for any more. Another hundred miles and the ticket would have been as-60 cents and faith in the holiday themorning. In the first shop I entered were still absent, celebrating our glorious natal day, now more generally observed as Lockjaw day. So I making scales that could weigh anything from a letter to a locomotive. This comparative range is mentioned to show my wonderful versatility in the scale building line.

Buffalo claimed me for a period of six months, during which time I never lost a day from the scale works. About all I remember of the city proper is that in some places they sold two glasses of beer for 5 cents. On Saturday night an immature me-

North America, No. 84, and became When the a full-fledged artisan. union gave its annual ball I was a life-like member of the Reception Committee-stood at the hall door, wearing on my swelling chest a huge rosette, with gold fringe on it. was a lalapaloosa, all right. The man who worked beside me in the shop-a Dutchman-was the Committee on Refreshments.

Soon after the doors opened he tapped a keg of beer, without which the L. F. toe can not be tripped in some localities. Then, taking a cluster of six schooners by the handles the Committee proceeded to fill them at the spigot. He loaded five. The sixth glass was upside down, and when the stream struck the bottom the Dutchman, with keen presence of mind, reversed his hand, spilling the five full glasses in order to load the sixth. We held an indignation meeting on the spot, and fined the Refreshment Committee for malfeasance in office, and it was only by the cleverest kind of politics he escaped being expelled from the union. For a space of three weeks his own shopmates refused to speak to him.

A rare combination of business and pleasure made a gay round of life at Buffalo. Weekdays I toiled in the sand and hot metal, and on Sunday in the summer months I barked for Niagara Falls excursion. The a genius who steered these personally conducted tours of yaps to and from the tumbling waters was a fresco ar-

First Highest Award

The complete exhibit of the

Dayton Moneyweight Scales

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

Highest Award and Gold Medal

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

The Templeton Cheese Cutter

received the

Gold Medal-Highest and Only Award

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.

Manufactured by Computing Scale Co., Dayton, Ohio. Moneyweight Scale Co.

47 State St., Chicago

beanery. That's how I got in. No house, the sagacious mute picked up now was the time for a grand wholetickets were sold in advance, as the a cobble and battered in the panels sale display of millinery. cautious Buffalo sightseers wanted a of the front door. The racket at last line on the weather before doing awoke us. anything rash with their 50 cent pieces. If the day opened fair the excursion train was assembled at the station with a barker at each double platform selling tickets out of hand. All I got out of this soft snap was a weekly peep at one of nature's wonders and my dinner; but since I was seeing the world, that helped some.

At length prosperity palled on me. Things were coming too easy at the scale foundry, so I quit Buffalo with my union card and moved on to Chicago. There in a moment of reckless extravagance I purchased another \$2 trunk, which indirectly led me into a raging holocaust, but the trunk and its valuable contents escaped the flames. At Chicago I worked for the Crane Elevator and boarded in North Sangamon street with an eminent steamfitter named Jim McCullom, from Muskegon. We were the star boarders, Jim and I, and our home was an ideal one of its kind until, in an evil moment, we purchased trunks. Jim never did own one, buckled about the middle. The strap and mine was lost, strayed or stolen in the wilds of Texas.

When the morbid landlady beheld beanery-so what did she do but close up the house that same evening before supper. This was, indeed, awkward, not only for the steamfitter and the iron molder, but likewise for building abutted on the pavement. two union carpenters, who chided Jim and me for buying useless trunks and bringing on wholesale eviction. The landlady was so mad and she retired from business in such a hurry that the ousted quartette and its baggage took temporary refuge in one of the saloons prevalent in Chicago at that time. Now, they tell me, there isn't a saloon left in the city. They are all buffets.

Anyhow, a man in the future buffet said his wife kept boarders around the corner in Lake street, and we permitted the good woman to keep us until the raging holocaust led to other arrangements. There were no living ladders and human bridges at this fire, nor did we have time to iant husband had made his exit a few spring heroics. Just how the thing seconds earlier, carrying two glass started and who turned in the first alarm makes no difference. It was enough to learn on that frozen midnight that the lurid flames of reportorial renown reached out from the side windows of a six story brick oil works, and that Jim and I slept the sleep of the toilworn and weary in a frail two story frame cottage close under the lee of the raging holocaust.

When the landlady's son-a deaf mute-aroused us, the shingles had caught and the windows were popping with the heat. Jim and I roomed on the top floor front, while the dumpy little landlady and her husband occupied the room directly below. The deaf mute son was coming home when he discovered the fire. He carried a latch key, but realizing

curtainless boudoir windows, and portal, balancing the stock of bandsaid it was time to escape with goods boxes. piled six high, with the skill and chattels. I said so, too. In of a Japanese juggler. Moving slowthose days. I combined art with the gentle craft of iron molding, and had covered half the distance to the consequently possessed more chattels than Jim. He had no side line, steamfitting alone being his specialty, while I was encumbered with several frenzied cravon portraits of relatives on whom I had been practicing. We Mrs. Spudhash's inopportune display each had a trunk, but owing to the of vanity, and again it may not. absence of valets our wardrobes were scattered.

On my suggestion that we protect our Sunday suits, even at the risk of life itself, we slid into overalls and shop shirts with the dexterity of lightning change artists, and stuffed the contents of bureau drawers and closets into the trunks. A fusillade of hot bricks on the roof applauded this act, but there was no encore. Jim's trunk was no bigger than a soap box, and had a large leather cinch cost more than the trunk. Grabbing the strap with one hand, he took hold of my trunk with the other and led the new trunks moving in she thought the way. I seized the rear handle we intended to move out-to shake in my right, and with the frenzied her for another and more stylish crayon portraits tucked under my left arm, the procession glided rapidly downstairs.

> The cottage stood back about fifty feet from the street, and the blazing This gave us a fifteen yard dash, over which we broke the record, at the same time dodging showers of brick and fire and jets of icy water, for the department had reached the scene. It was only by a miracle that I escaped unhurt. Jim also emerged unscathed. Being a strong young man naturally and excitable, too, Jim held his trunk bodily in one hand above his head like a parasol until we reached the middle of the street. There we rested while Mr. J. McCullom lowered away his trunk and took a chew of plug cut smoking he found in his overalls.

Just at that instant the fat landlady oozed from the front door. Her valcones of hair flowers which Mrs. Spudhash had created in her remote and misty youth. At noon next day that splendid husband turned up heroically drunk, but with these gems intact. But what can you expect of a healthy man who lets his wife keep boarders?

When Mrs. Spudhash hopped out of bed she pulled on a loose wrapper, belted it at the waist, and darted into a closet. Between the bed ticks lay a purse containing \$80, but the lady never thought of mere money. From the closet she rescued six band boxes, each containing a bonnet that she had made. Mrs. Spudhash's hobby was bonnets, mostly of rejuvenated velvet that still looked weary and green plumes of no particular epoch. She starred them on all occasions he could raise no outcry inside the where a bonnet could be worn, and

Amid a withering deluge of cinders, flame and smoke my intrepid Jim noted the glare shining in our landlady danced out of her blazing ly, so as not to spill any bonnets, she gate, when a fiery thunderbolt from heaven, in the shape of a red hot nail, four inches long, fluttered into the lady's bosom. This may have been a warm rebuke called down by

At any rate, the nail saved her life. Dropping her bonnets, the bulky lady emitted a shriek high above the tumult of the holocaust. She gained the open street in two flat jumps, just as an avalanche of brick and blazing timbers crashed down on the cottage and into the yard, burying the velvet bonnets beneath twenty feet of debris. The nail was saved however, Mrs. Spudhash carrying this souvenir of our holocaust three squares before the police could overhaul her, and then the nail was quite cold.

With the hair bouquets and the nail, all they had saved from the wreck, the thoughtful Spudhashes again set up housekeeping, but Jim and I did not return to this new abode. While not insistent in the matter of luxuries, we considered this furniture inadequate and not in harmony with our trunks, which had escaped without a scratch. So the

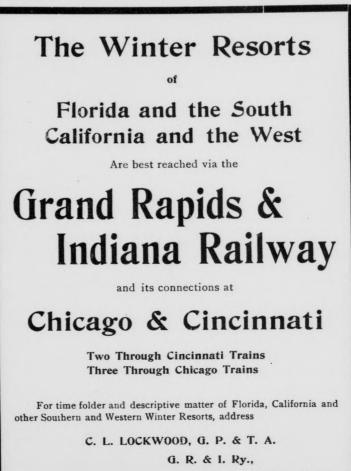
steamfitter and myself went elsewhere to put in our meals and take out our sleep. Charles Drvden.

The milk of human kindness does not seem to keep well in blue bottles





he does not use for private diseases of both and by his own special methods he cures others fail. If you would like an opinion of case and what it will cost to cure you, wri all your symptoms enclosing stamp for your r ANDREW B. SPINNEY, M. Prop. Reed City Sanitarium, Reed City.



Grand Rapids, Mich.

WATCHING THE CLOCK.

No Positions Open for Those Who Do So.

Some one has found fault with the philosophy which has argued against the employe's watching the clock. The complaint is in behalf of "office and the dissenter asks, "Why help, should they not have a regular day as well as the mechanic? Why should the office man have to work on holidays and after closing hours, and get no extra pay for the work? In an office where sixty men may be employed how can even ten of them get on, no matter how hard they work, if there be only three or four good jobs in the place? If there be not enough high salaried jobs to go around what if some of the men do, or don't, watch the clock?"

But when the correspondent has asked these questions, all in good faith, even if not with the greatest discernment and common sense, he tears down the whole structure of his interrogations when he adds, "Kindly consider the other side-the employer's duty to his help."

Duty? This is a new word in the argument. In this argument by questions, such a thing as duty is denied by the questioner. The office man is to bave his regular hours, measured only by the clock; is to be paid for his work accordingly as he has bargained with the employer, and when the clock has struck and the employe has quit, manifestly the word "duty" has not been involved. Manifestly the employer owes the employe no more "duty" under the circumstances than he owes the coal dealer who has dumped ten tons of coal at market price into the bins.

But as a matter of fixed fact, the employer of office help does have this duty to his employes in the vast majority of cases. The office man is almost always on a salary, and in comparatively few offices does man's salary cease when through sickness or other reasonable causes the employe is absent from his work. It may be argued that when such a man is out of place, his fellows have to do his work, but still it remains that the employer is paying the salary of the man for a day or days when he did not work. And, in any event, it will be conceded that the employer did not get the services which otherwise he would have had were the absent one present.

In a -general way the office man can not have the regular hours of the mechanic, for the reason of these obligations which the employer has assumed, whether he would or not. This employer of sixty men on a salary might easily and naturally settle with the plumber repairing office plumbing on the strict basis of an eight hour day, whereas he might have several reasons for frowning at a chief clerk or book-keeper who would drop his pen instantly on the stroke of the clock, regardless of where the action left the next day's business records.

The proposition universally holds

fice-grows, the regularity of his hours is disturbed and uncertain. Just as naturally, under the laws of evolution, the man who is least disposed to make concessions of his hours is the least likely to be chosen for such work. Considering the sense of duty which the employer must have in some degree for his employes, what is more natural than that, considering Jones for a place requiring the sacrifice of hours and recalling that Jones always, under every possible circumstance, has dropped his work on the moment and raced away -what is more natural than for the employer to turn to Smith, who has always been most cheerful under such conditions?

There is not the slightest doubt that many short sighted employers are conducting their business on sweatshop lines. The greatest speed throughout the longest day is the requirement of the institution for all employes, and when one employe s worn out or disgusted another applicant for work takes his place at the lowest possible terms. But these are not typical offices. Even the selfishness which the correspondent charges to the employer will lead the sensible man to other methods. No man ever profited from slave driving. No man ever got work from overworked men as a steady proposition without paying dearly for it. No good business man, month after month, and year after year, is taking possible holidays from his employes or keeping them at the grind of work when they should be resting.

But the clock watching habit in the employe is not a disease in itself; it is merely one of the plainest symptoms of a disease. It is all right enough if a man's hours are such that he is expected home at a certain hour for dinner, and that man tries by the clock to wind up his day's work on the hour.

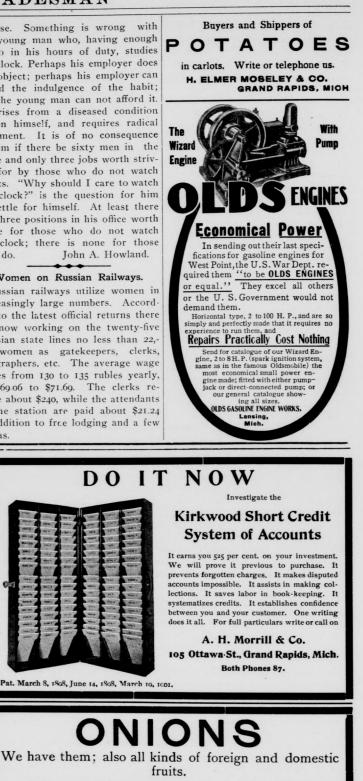
The clock watcher is another type. His work is a mere matter of hours that have to be worn out and watched out. These integers in a long day are slow beyond his patience; the meaning of the clock dial is sought simply that he may be reassured that the day is a little nearer its ending than it was when he looked before; something far more interesting than his work will be just so many minutes nearer his attainment. With the employer looking on at the clock watching, the time taken for the study of the dial will not appeal to him as vital. Rather, it will be the state of mental duress under which the employe is working that will stir him. How can a man interested in his work feel the impulse to yawn at the clock? Under normal conditions, why should the day drag for an employe who has had enough to do at the work which he has taken up in preference to all others? What an immeasurably better man is that employe who, looking up suddenly from his work, discovers that it is two hours later than he thought it could be!

It is disinterest in work and good that as a man's importance in indifference to it which have made the work of the world-or of an of- clock watching a manifestation of a

disease. Something is wrong with the young man who, having enough to do in his hours of duty, studies the clock. Perhaps his employer does not object; perhaps his employer can afford the indulgence of the habit; but the young man can not afford it. It arises from a diseased condition within himself, and requires radical treatment. It is of no consequence to him if there be sixty men in the office and only three jobs worth striving for by those who do not watch clocks. "Why should I care to watch the clock?" is the question for him to settle for himself. At least there are three positions in his office worth while for those who do not watch the clock; there is none for those John A. Howland. who do.

Women on Russian Railways.

Russian railways utilize women in increasingly large numbers. According to the latest official returns there are now working on the twenty-five Russian state lines no less than 22,-000 women as gatekeepers, clerks, telegraphers, etc. The average wage varies from 130 to 135 rubles yearly, or \$69.06 to \$71.69. The clerks receive about \$240, while the attendants at the station are paid about \$21.24 in addition to free lodging and a few extras.



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



Rights and Duties of Common Carriers.

There are two classes of common carriers recognized by the law, namely, common or public carriers, and private or special carriers. It is with common or public carriers that we have to do in this talk.

A common or public carrier is one who makes a business of carrying for the general public; a private carrier, on the other hand, is one who carries only on occasion by special agreement. The most familiar classes of common carriers are railroad companies, stage-coach proprietors, expressmen, truckmen, ship-owners, steamboat lines, lightermen and ferrymen.

The law holds public or common carriers to a different degree of responsibility than it does special or private carriers. It is usual to say that common carriers are held to be insurers of that which they carry. This nearly expresses the law, for they are liable always for the safety of what they carry, excepting for losses occasioned by an act of God or a public enemy, or unless a special exemption has been agreed upon; and this is so even if the carrier can prove that he was not negligent. A private carrier, however, is not held to so great a responsibility and is only required to give that degree of care which an average person can reasonably be expected to take of his own property; and if he takes this degree of care and a loss comes he is not responsible. An instance will make this more clear: If one who is not in the business of carrying, in pass- passenger for the loss of his baging my house is requested by me to gage. carry a package, for a consideration. and taking it, loses it, he is not liable to me unless I can prove that he did not take the care that a reasonable person takes of his own property, or, as it is sometimes called, "reasonable care." If, however, 1 employ an expressman who is in the business of carrying for the public, and the expressman loses the package, he is liable to me, generally speaking, even although he can prove that he was not negligent at all.

A common carrier is bound by certain other rules of the law. He can not accept the goods of one customer and refuse those of another, unless upon a reasonable excuse, such as that the goods offered are not of the kind that he professes to carry, as where a tray of diamonds is offered to a truckman, or a boat load of coal town?' to an express company, he can refuse to carry goods beyond his own line or to points not in his route (with some exceptions), as, for instance, an expressman at the depot can not be held responsible for refusing to carry a trunk beyond the city limits, when he does not hold himself out to the public as covering so wide a territory; he can refuse to carry a dangerous or suspicious article; he can refuse goods known or suspected to be diseased; he can refuse goods where he has not the facilities for handling them, although in general he is held liable if he den! does not furnish reasonable facilities for handling ordinary business; also

where freight charges are not paid in advance, on his requiring them to be so paid. Outside of these exceptions, and perhaps a few others, a common carrier is compelled by the law to accept goods up to the limit of his capacity, from any one who offers them.

A common carrier is a carrier for hire. If he carries goods gratis he is not a common carrier as to those goods. It need not be shown that he receives compensation directly for the service, if in fact a consideration was given, even although it be indirectly.

It is not necessary to one being a common carrier that carrying be his only business, or that the carrying be continued without interruption. It is only necessary that when he does make the offer to carry, it be to the public generally. On the contrary, the law in Pennsylvania seems to hold that even where one not in the business of a common carrier car ties goods for hire, he is liable as a common carrier.

An interesting case as illustrating that common carriers can not be compelled to carry what they do not profess to carry was that in which the Great Northern Railway was sued for refusing to carry a dog. It made the claim that it did not profess to carry dogs for people in general. The court held that as to dogs the company was not a common carrier and could not be compelled to carry them.

In another talk we shall discuss the liability of a common carrier to a Wm. C. Sprague.

Worth the Money.

Timothy Woodruff, discovering one morning that his safe was out of order, telegraphed to the maker in Buffalo to send down an expert.

When the man arrived he discovered that the vault, which was an oldfashioned affair and locked with a key, could not be opened. After a hasty examination the expert took a piece of wire, and began to dig out a mass of dirt and lint from the He then opened the safe as key. quickly as one could desire. With a sickly smile the old merchant meekly said:

"What's the charge?" "Twenty-five dollars," was the re-

ply "Does anyone know you're in

"None, save yourself."

"Then here's fifty. You will do me a favor if you'l! get out of town by the first train. If anyone knew that I had paid a man \$25 to dig the dirt out of a key for me I'd never do another dollar's worth of business in this part of the State."

No Immediateness.

He-Do you believe in love in a cottage?

She-No, indeed, I don't.

He-How about love in a palace? She-Oh, George, this is so sud-

He-Well, it won't be-if we've got to wait until I earn the palace.



DRAWING TRADE.

Combining Window Trimming and Guessing Contest.

To combine good window dressing with a voting contest at the same time is a new application and combination of two well-known methods of attracting attention. The idea was recently tried by a progressive merchant in one of the smaller towns near this city and proved an immense suc-The store-keeper that inaugucess. rated it has two front windows and one at the side of his establishment.

His store has been long noted for the general excellence of its displays, for he is fortunate in having a clerk who has a natural aptitude for the work and whose results are particularly good. The merchant had tried various selling schemes, and what results he had obtained he attributed more to the manner in which he pushed them and the general class of trade that he handled rather than to the novelty or the originality of any other plans.

During the winter he hit apon his window dressing voting contest, which was entirely new and which succeeded better than anything that he had tried. He decided that he would have his three windows dressed in as attractive a manner as possible and would then have them changed once a week for a period of six or seven weeks. To each person making a fifty-cent purchase in his store he gave a coupon entitling him to one vote, which was to be used in expressing his choice of each display, giving his opinion as to which was the best, the second, the third, and so on. Each week the winner or the winners of the contest were announced, and at the end of the stated period the person who had been successful during the greatest number of weeks was presented with a handsome present.

The awarding of prizes might be termed self-operative. The person or persons who voted for the window that received the largest number of votes for first place, and for second, and for third gained the weekly award. Thus the votes of the contestants practically decided the contest.

As for the details of the plan the merchant figured out that it would be rather difficult to make a choice if all three of the window displays were changed at once, and so one was taken out on Tuesday, another on Friday, and the third on Monday. Thus each week there were five window displays to guess on. Three of them were entirely new and two held over from the week previous. By this method there was a chance for a comparison, and the guessers were thereby given a better opportunity of deciding. The earliest guess was, of course, the one that received the first consideration, and in case of a tie it was decided by priority.

The plan has many good features, and is one of the best plans devised for a long time, for it draws attention to nearly every feature of the business; not only to the goods, but to the and, most particularly, it increases

the sale of goods, because no one is eligible to vote unless he has first the window each week. made a fifty-cent purchase. Altogether as a general featuring, the window-voting contest is hard to improve upon.

For a beginning the merchant announced his plan in a half-page advertisement in his local paper, and then proceeded to thoroughly canvass his town with well-written circulars. He canvassed every house in his section, and made them all the more attractive or deserving of attention by announcing that each circular would be of itself good for two votes if presented to the store any time during the first week of the contest. He explained the plan in detail and announced that the first five people to guess correctly each week would receive a crisp new dollar bill, and that the person who was successful in guessing the correct order of the displays for the greatest number of weeks would receive a beautiful mantel clock.

The opening of the contest he made more or less of a ceremony. He announced that the curtains would be drawn in his windows until noon on the opening day, and that after that time they would be open continuously except for the few hours on the stated evenings that were necessary to change the displays. For a starter, in one window he exhibited among the goods the clock which was to be the prize, and scattered here and there were \$25 in crisp new dol-lar bills, with the legend, "You may not get the clock, but one of these green fellows is a cinch. Come in and make a vote."

Inside the store numerous placards in every department gave out best window in the estimation of his full information about the contest, neighbors. Thus interest is awakenand all the salespeople were instruct- ed .-- Boot and Shoe Recorder.

ed to urge each customer to watch

On the first Saturday the merchant found that he had received a very gratifying number of votes, and that there were only four people entitled to the \$1 prizes. During the week after that, however, the number of votes cast each week increased with remarkable steadiness, and as the seven weeks approached a close the number was very large. The announcements of the prize winners were published each week in the local paper, and on all sides great interest was shown. The prize went to a young woman who guessed more than half of the displays and who had taken several of the weekly prizes.

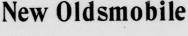
The merchant's expense can be easily covered by \$75, and in no other way could he have gained the attention of so many people and held it so long. He was roundly congratulated on all sides for his cleverness, and many of the supply houses which sold him goods informed him that it was one of the best and cheapest plans for attracting attention that they had ever seen.

One particularly pleasing feature of the plan is to be found in the fact that it is best adapted to small towns, especially where the weekly or semi-weekly newspaper dose not afford much of a chance for advertisement, and where it is generally difficult to arouse interest in a store. A little variation which will prove very effective is found in allowing any customer to occasionally plan a window display, and then to get the other customers to decide which of the displays is the best. A special prize can be offered to the one who has successfully decorated the

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





Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of 10ads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

Adams & Hart 12 and 14 W. Bridge St., Grand Rapids, Mich

IF A CUSTOMER asks for ID SAPOL and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap-superior to any other in countless ways-delicate window displays, the advertisements, 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.

NATURE OF ALCOHOL.

No Longer Regarded by Scientists as a Food.

Probably no question has been more hotly debated in its time, in scientist the alcohol question assumes scientific circles, than the nature of alcohol in relation to its effect on concerned with the moral phases of the body. Socially this topic is also of extreme importance, because of the subject is one of the investigathe obvious effects which alcoholic excess produces on the human frame. hol on the normal, healthy organism. The place and power of this substance are therefore a point which con- ample, alcohol is to be regarded in cerns us equally as individuals and as any sense as a food substance, and a nation. What is alcohol? Is it a to settle the limits of its usage, if its food or merely a stimulant of no use be permissible at all. more value, as regards direct nutrition, than tea, coffee, or the extractives of meat? Is it required in any of the bodily processes, or is its use unjustifiable throughout? These are queries around which disputes have raged hotly for years, and only recently the scientific aspects of the alcohol question have been prominently revived through the publication of certain interesting researches into its action on the living tissues.

this is no question of drunkenness and excess versus temperance. It is of science. It requires, however, some sober enquiry into the action of alcohol, such as might be paralleled may estimate the declaration at its by an investigation into the nature and effects of any drug. For we are all agreed that alcoholism is nothing ed, as I have said, to possess a powshort of a vice, and that disease is er of contributing to the body's store its inevitable result. fends drunkenness, nobody justifies end when the quantity consumed exexcess, for degeneration of mind and body follows as the inevitable Neme- is poison

sis which attends the breaking of the laws of health. That excess is therefore a condition to be repudiated, and by every means abolished, no sane person may deny. For the a different aspect. He is not directly tion of the effects produced by alco-He has to determine whether, for ex-

late days has undergone a large amount of investigation, carried out by elaborate processes of research, extending through years of laborious work. The net result of these enquiries is to show that alcohol, scientifically regarded, is a food. A poor form of food it may be-not one to be ranked with ordinary articles of diet, but still, chemically regarded, a food, in that it is capable of supply-Let us mark distinctly here that ing the body with a certain amount This is the latest dictum of energy. succinct explanation in order that we true value. In the first place, alcohol, viewed as a food, is chemically prov-Nobody de- of energy, but it fails to effect this ceeds a certain amount. Beyond it

The point where the divergence of action occurs is variable naturally, effects which upset the bodily meand differs with the age, health, con- chanism, retard its vital actions, and stitution, habits and other features of generally affect the frame at large the individual subject. Thus it is a injuriously. No better simile can be poison to the young universally and used to explain the nature of alcohol, should never be imbibed by them at regarded as a food, than to suppose the temperance question. For him all. Science has gone further and the case of a grate fed with wood settled the average limit of alcohol and coals. These burn slowly and consumption. Parkes long ago set give forth heat in a gradual fashion. this limit at one and a half ounces Suppose the grate fed with straw. of absolute alcohol per day. The quantity of various alcoholic liquors in which combustion is rapid, and, (which all contain so much water) differs, of course, for one and a half tiate a most wasteful use of a fuel ounces would be represented by, say, Now, the first of these points of three ounces of whisky or brandy, by a pint and a half of mild beer, and by two wine-glassfuls or so of port or sherry. Evidently the percentage of alcohol in any fluid must determine the quantity which represents Parkes' daily limit.

If it be asked what effect on the body this quantity of alcohol ex-erts, from the "food" point of view, I reply as before, that it supplies a certain amount of "energy." It is rapidly consumed, and in the course of this process evolves heat and working power. But now comes the qualification: The energy developed seems to be rapidly dissipated in the body. It is not to be compared with that obtained from ordinary foods and is, therefore, of an evanescent nature, while if regard be had to the relative cost of alcohol and of ordinary articles of diet, we see that the question of economy will, indeed, not bear discussion at all.

Beyond the limit, alcohol produces We come face to face with a case what is more to the point, we ininot adapted for the purpose of heating steadily. If we put ordinary foods in the place of the coals and wood we are able to form an idea of their usage by the body. Alcohol represents the straw. I think this fairly sums up the situation.

That alcohol is no more required for the nourishment of the healthy body than, say, tea or coffee, is an indisputable fact. The temperance cause loses nothing by the late researches. In the hands of the doctor it has its dietetic uses. It has a certain power in conditions of underfeeding of making up to a certain extent for lack of the proper amount of food. It has also medical uses in fevers, in certain kinds of digestive troubles and in other ailments. So far these uses have nothing in common with alcohol as ordinarily consumed, but science gives no countenance to its consumption as represented by the ordinary drinking hab-Andrew Wilson. its of the nation.

Retail Merchant In Deference to the

We have abolished the "Cash and Coupon" premium scheme from every one of our cereal packages without a single exception.

More than that-

We have abandoned premium coupons of every description from more than fifty of our brands. We have cut them out lock, stock and barrel.

And we did not stop there-

We offered to eliminate the "word-spelling" scheme now applied by us to two brands only (but without the cash feature formerly a part of it), providing The Great Western Cereal Company would do so also.

This Offer Was Made December 14th, 1904. It Has Not Yet Been Accepted.

Read the following extracts from official letters and resolutions:

Mr. Fred Mason, Secretary National Retail Grocers' Association: "I agree with you that this is a mighty step forward, and competitors must comply with the policy or put up the shutters. I am confident the retail trade will stand by you, for they have given abundant evidence they are tired of the frenzied efforts conceived in certain quarters for the purpose of attracting business."

Mr. Ira B. Thomas, Secretary Iowa Association: "If sufficient pressure is brought to bear upon the Great Western Cereal Company at once, we can accomplish what we have set out to do, viz.: The entire abandonment of all cereal schemes by all cereal companies."

Mr. T. A. Rock, Secretary Wisconsin Association: "Person-

ally and officially, I urge in the future as in the past, the propriety of discontinuing business relations with any and all concerns who resort to the premium, etc., plan of selling goods."

Mr. W. H. Cook, Secretary Ohio Association: "I shall do everything in my power to have the retail grocers of Ohio show their appreciation to the manufacturer who is first to take this step."

Mr. J. Frank Wickens, Secretary New York State Association: "I shall do all in my power to call attention of the grocers throughout the state to the facts as set forth in your letter, and urge them to see that the sale of your goods is pushed in preference to others who seem to have no mind or independence of their own."

The AMERICAN CEREAL COMPANY

TRADESMAN MICHIGAN



Points Connected With the Clerk's Duties and Opportunities.

Can any of you think of a real cause for the jealousies and disagreements that are so common in every town among the clerks who work in the different stores, especially those stores carrying the same lines of goods? Maybe you think it isn't the case in your town, but if you will think the thing over you will discover that you are a party to suspicion of all the other clerks who work in other stores doing the same kind of business as yours. You say that you are on friendly terms with the other people, but you will also say that you have better friends who are outside those stores. You don't exactly know why you are not freely inclined, but you will have to admit that you are decidedly reserved with about all the other clerks.

It may be that you gather your attitude from that of your boss, but that is really no excuse for shunning or fearing the people in the other stores. I know the boss will sometimes think that he is compelled to be very secretive about his business when talking in the presence of other merchants, for fear he will give away some of the good points of his business or will enable the other merchants to find out for just what prices he is selling certain goods. That is all foolishness, but it isn't a part of this article. A man or a woman doesn't have to tell all he or she knows every time a friend is met or every time someone is encountered who is engaged in the same line of business. Neither are there so many wonderful secrets in the conduct of business that anyone need feel compelled to keep close mouth and shun companionship because of the possibility of disclosure.

No one person knows everything about the business in which he is engaged and there is always the opportunity of learning something from the man who is his neighbor. And the exchange of ideas and experiences is often sufficient to solve vexing problems as to how some customers should be handled and how some goods should be cared for and sold. It is not that a clerk is liable to divulge any business secrets, for he has few of any importance in his possession, but it is that he can gain much important knowledge from freely mixing with other clerks in his own town as well as with those of other towns.

The man who shuns the companionship, the acquaintance and the good will of those who are engaged in a line of business like his own is a man who does not find himself able to quite keep up with the progress made by other men. He draws himself within himself and shuts out all the good of the outside to such an extent that he is compelled to exhaust all the abilities that are within

him and at the same time is unable to replenish for he has no source of real replenishment. It is the same with clerks who attempt to keep away from other clerks engaged in selling the same classes of goods as themselves. They get stale, they find customers get away from them, they have to admit a lack of good knowledge on some important lines of goods which may not have been carried in their stores, they find themselves often puzzled and compelled to go blindly ahead with their work because of some simple little difficulty with which they have not before met in the handling of certain customers. If there were closer relations among the clerks of every town and among the clerks of neighboring towns, many of the problems of selling would be solved and many customers would be the more easily handled at all times.

Here is a case that came to my notice: A clerk had had an unruly customer for a couple of hours and was unable to do anything with her. As a last resort, in the hope of saving her trade to the store, he turned her over to another clerk, on a good excuse, with the request that the latter finish waiting upon her, after giving the clerk a tip to the effect that she was a hard one to sell. The second clerk began working with the customer in a new way and sold her a good bill of goods. He explained that it had occurred to him that the week before he had heard a clerk in the next town tell of a similar customer who was finicky about the way the goods were shown her, always preferring to have the whole assortment shown her in a bunch instead of one piece at a time, as she seemed to be able to select without confusing herself. The second clerk tried the scheme and found he had probably struck the identical customer in question. It was simply the result of an exchange of experiences -a simple thing in itself, but one which saved to the store a considerable sale of goods.

Having always been an advocate of closer relations among the bosses and having had it proved time and again that towns wherein such relations exist are better towns for business than those wherein there are nagging and jealousy, I am an advocate of sosieties, or associations, or whatever they may be called, among the clerks of a town. Large department stores have associations of this sort that are forwarded and upheld by the heads of the houses, and these organizations are powerful influences in the pushing along of business. What is a good thing in a city of large size is a good thing in a city of small size where there are a score or more of clerks employed in the various stores. The clerk is but a business man in embryo, or at least he should make himself think and work with that understanding, and the embryonic business man needs the good to be derived from association and exchange of experiences and views with his kind just as much as does the full-fledged fellow.

You can not meet one of your

with him for ten minutes without having gathered something from the conversation that will have an effect upon your business for the rest of the day and help you to make a sale. However unconsciously the aid may have been received, it will come whenever business people meet and talk about business.

Association of this kind will sharpen your powers of observation and arouse interest in your work. You will be on the lookout for something church societies and in the necessity that will be of particular value to your line of business and you will be alert to understand and apply all forms and manners of knowledge that will aid you in the handling and selling of goods. In my old clerking days a fellow clerk in a neighboring store taught me how to tie a heavy cord into a knot and snap the cord in two with two motions of the It was a simple thing, but hand. something that no one in our store had known and something that has saved me hours of labor.

Please do not misunderstand this advocacy of closer association, for it is not intended to convey any impression that a clerk should talk too much about the affairs of his store to outsiders. The matter of tattling about everything that happens in a store is a different thing than an exchange of business experiences, and the clerk who is unable to control his tongue or fails to see the dividing line between where he should and should not say things is not a good clerk and no amount of mixing with other people will help to be a good clerk. Telling the business of the store is far removed from making conclusions from occurrences and basing action for others upon those conclusions. It may be that a certain customer has disagreeable peculiarities, but it is not at all necessary to draw such an instance into conversation with other clerks, for the customer will be sure to hear of your remarks through some source. A general plan of action can be

planned from the contact with that customer, and the thing talked over with the other clerks.

To talk with other clerks about the business of the store where you are working, telling of the buying and the selling and the goods in stock and the regular customers, is not at all connected with the advice to get together as common workers and help each other. Such talk is not only unbusinesslike, but it is treacher-To be on friendly terms with ous. your clerking neighbors does not mean that you are expected to tell all you know and some things you guess about the store where you work, any more than to be on good terms with the people who live next door to you requires that you should tell them all of your private affairs.

You know that you have no knife in your boot for the clerk who works in some other store; then why should you think he is inclined to knife you? Your clerking neighbor is naturally distant with you because you are diseach other for no good reason what- general.

fellow clerks on the street and talk ever. You know it always takes two to make a difficulty, and it is as much your fault as his that there are not closer relations between you and between the other clerks in town. To always wait for someone else to make the initiative is the surest way of failing to obtain the result wanted. Make your own overtures and be free to believe that you are not to blame if the others do not respond.

You believe in the value of social organizations, in the value of the of people banding together when a certain object is to be accomplished that means benefit to all of them; then why should you not see the particular benefit in mutual assistance in the work out of which you are earning your living? It is sometimes that we go far away from home for something that might be easily obtained without great effort, and we often see something far more interesting at a distance than anything that is within easy reach. That may be why clerks seldom or never have local organizations excepting in large cities.

As to the matter of clerks' unions, T consider that entirely outside of what I am talking about. I would favor such a thing if it were purely for mutual benefit and for the benefit of the stores where the clerks work, but have no use whatever for organizations that have offense and coercion as a part of their object. Now, when you meet some clerks from other stores treat them as willing friends working in a common cause rather than as suspicious enemies who may be attempting to do you in cold business blood. Get what knowledge and information you can out of them, and you will be sure to have something new to apply to your work before the day is ended. You'll go far toward making your town a better place in which to do business and : place where livelier business will be done.-Shoe and Leather Gazette.

Cuba's Cotton Crop.

Cuba's cotton is nonpareil. This has been proved by the many experiments which have been made, some of them on extensive scales. The only question which remains is whether enough labor is available there at reasonable rates for picking the cotton, if planted in considerable quantity. Should no serious difficulty be experienced in this direction, there is every reason to expect that the industry will soon come to be of vast importance. The machinery trade of Cuba is almost entirely controlled by the United States, which furnishes 75 per cent. of the total, the United Kingdom following with 14 per cent., and the remainder being divided between Belgium, Germany, and France.

If a property owner near a town of one thousand population can assist in increasing the population of the town to two thousand, he doubles the capacity of the home market; increases the value of his holdtant with him, and you fight shy of ings and benefits his community in

34

Result of Boycott

The only place in the United States that guarantees freedom from strikes, lock-outs and labor warfare is Battle Creek, Mich.

Mich. The story? The work people, mer-chants, lawyers, doctors and other citi-zens became aroused and indignant at the efforts of the labor unions through-out the country to destroy the business of one of the largest industries—the Pos-tum Cereal Co., Ltd., and at the open threats in the official union papers, that the entire power of the National and State Federation of Labor was being prought to bear to "punish" the indus-tries of Battle Creek, and particularly the Postum Co.

tries of Battle Creek, and particularly the Postum Co.
This sprung from the refusal of C. W. Post to obey the "orders" of the unions to take the Postum advertising away from various papers that refused to purchase labor of the labor trust. The unions in their conspiracy to "ruin" and "put out of business" these publishers who had worked faithfully for him for years, and helped build up his business. They had done no wrong, but had found it inconvenient and against their best judgment to buy labor of the labor trust. It seems a rule of the unions to conspire to ruin anyone who does not purchase from them upon their own terms. An ink maker or paper maker who failed to sell ink or paper would have the same reason to order Post to help ruin these publishers. So the peddler in the street might stone you if you refused to buy his apples; the cahman to run over you if you refused to ride with him; the grocer order the manufacturer to discharge cetrain people because they did not patronize him, and so on to the ridiculous and villianous limit of all this boycott nonsense, in trying to force people to buy what they do not want.
If a man has labor to sell let him sell it at the best price he can get just as he would sell wheat, but he has no right to even inlimate that he will obstruct the business, or attempt its ruin because the owner will not purchase of him.
The unions have become so tyrannous and arrogant with their despotism that a common citizen who has some time to spare and innocently thinks he has a right to put a little paint on his own house finds he must have that paint the house of barn. The union's or all sorts of dire things happen to him, his grocer is boycotted if he furnishes him supplies, his family followed and insulted and his life made more miserable than that of a black slave before the war. If he drives a nall to repair the house or barn the carpenter's 'union'' hounds him. He takes a pipe wend dames this differ made more miserable to him.
So the white

is stripping them right and left of their intervies. They have used boycotting, picketing, and the people. They have gone far enough to order the President to remove certain to remove the property and the to order the President to remove certain to remove the property and the to order the President to remove certain to remove the property and the to order the President to remove certain to order the President to remove certain to order the President to remove certain to order the President to remove the the people. They have gone far enough the unions, replace the law of this the unions, replace the law of this the unions, replace the law of this the union remove the law of this the union of the law and sup-tions of the the defance of law and sup-tions of the the law desperate men as the "union" record of assaults, crip-rend faw breakers. The "union" record of assaults, crip-for American citizens the volume of the destruction of property and murder of American citizens the times the volume of owners during any two years previous to the civil war. We are in a horribie per-tod of lethargy, which permits us to

stand idly by while our American citizens are abused, crippled and murdered in dozens and hundreds by an organization or trust, having for its purpose, thrusting what it has to sell (labor) upon us whether or no.

what it has to sell (labor) upon us whether or no. Suppose an American in a foreign city should be chased by a mob, caught and beaten unconscious, then his mouth pried open and carbolic acid poured down his throat, then his ribs kicked in and his face well stamped with iron nailed shoes, murdered because he tried to earn bread for his children. By the Eternal, sir, a fleet of American Men of War would as-semble there, clear for action and blow something off the face of the earth, if reparation were not made for the blood of one of our citizens. And what answer do we make to the appeals of the hundreds of widows and orphans of those Americans murdered by labor unions? How do we try to protect the thousands of intelligent citizens who, with reason, prefer not to join any labor union and be subject to the tyranny of the heavily paid rulers of the labor trusts? . Upon a firm refusal by Mr. Post to join

the heavily paid rulers of the labor trusts? Upon a firm refusal by Mr. Post to join this criminal conspiracy a general boy-cott was ordered on Grape-Nuts and Postum allover the country, which set the good red blood of our ancestors in motion, bringing forth the reply that has now passed into history: "We refuse to join any conspiracy of organized labor to ruin publishers, nor will we discharge any of our trusted employes upon the orders of any labor union. If they can make their boycott effective and sink our ship, we will go down with the captain on the bridge and in command." This set the writers in labor papers crazy and they redoubled their abuse. Finally one of their official organs came out with a large double column denun-ciation of Battle Creek, calling it "a run-ning sore on the face of Michigan," be-cause it would not become "organized" and pay its dues to the labor leaders. The usual coarse, villianous epithets common to labor union writers were in-dulged in. The result was to weld public senti-ment in Battle Creek for protection. A

common to habor union writers were in-dulged in. The result was to weld public senti-ment in Battle Creek for protection. A mass meetings held. Good citizens who happened to be members of local unions, in some cases quit the unions entirely for there is small need of them there. The working people of Battle Creek are of the highest order of American me-chanics. The majority are not union members, for practically all of the manu-facturers have for years declined to em-ploy union men because of disturbances about it years ago, and the union men now in the city are among the best citi-zens.

now in the city are among the best citi-zens. No city in the State of Michigan pays as high average wages as Battle Creek, no city of its size is as prosperous, and no city has so large a proportion of the best grade of mechanics who own their own homes. So the work people massed together with the other citizens in the organiza-tion of the Citizens Association with the following preamble and constitution: Whereas from 1891 to 1894 the strikes instigated by Labor Unions in Battle Creek resulted in the destruction of prop-erty and loss of large sums of money in wages that would have been expended here; and. Whereas, these acts caused caused seri-ous damage to the city and in a marked way delayed its progress at that time; and.

Whereas, these acts caused caused series of the city to the contract with any lock-and.
Whereas, since the year 1894 the citizens Association on its part and Labor Union disturbances which have been prevalent deswhere; and.
Whereas, the employers of this city have steaddastly refused to place the standard price for such period as may be fixed upon, agreeing not to strike, in such numbers as it is possible to obtain, first-class workmen to any lock-argument of their business under the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing not to strike, index the standard price for such period as may be fixed upon, agreeing for the standard of water with and the destine the resplexent to such period as may be fixed upon, agreeing for the standard and educated under obt be standard of water and the standard at the standard price for such were to standard to act ant as so

combined effort and action of all our people, by the formation of a Citizens Association. CONSTITUTION.

Article 1.—Name. Article 2.—Objects.

Article 1.—Name. Article 2.—Objects. Trist—To insure, so far as possible, a permanent condition of peace, prosperity lattle Creek. Scond—To energetically assist in main-diana and a second the second of the second under all conditions. Third—To protect its members in their rights to manage their property and to dispose of their labor in a legal, lawful manner without restraint or interference. Fourth—To insure and permanently maintain fair, just treatment, one with another in all the relations of life. Third—To preserve the existing right of any capable person to obtain employ-ment and sell his labor, without being object to join any particular church, secret society, labor union or any other organization, and to support such per-sons in their efforts to resist compulsory methods on the part of any organized betweet. The best interests of their employers for the best interests of their employers and to promote among employers and to promote among workmen the spirit of fairness, friendship and desires for the best interests of their employers. The for any capable of a continuance of partition of all of the best clitizens of Battle Creek, that a guarantee teap builts for the Creek that a guarantee the public for the dustry, thrift, faithfulness, to methods on the part of any organized be part of fail of the best clitizens of faile Creek, that a guarantee the public faile creek, the a been slighed by their her molowes articles relating to mem-ter molowes articles relating to mem-ter molowes articles relating to mem-ter much of an or the best clitizens of paceful conditions, and that under the paceful conditions, and that under the pace and contrading our workpeore. The moley of manufactures and condities, inconvenience and protection the general hell of labor union strikes, picketing, assaults and union stri

noises from the general hell of labor union strikes, picketing, assaults and other interference, proposed to move, pro-viding they could be guaranteed protec-tion. The subject grew in importance until it has reached a place where absolute protection can be guaranteed by the citi-zens of Battle Creek on the following broad and evenly balanced terms which guarantees to the workman and to the manufacturer fairness, justice, steady work and regularity of output. The new coming manufacturer agrees to maintain the standard rate of wage paid elsewhere for like service, under similar conditions, the rate to be deter-mined from time to time from well au-thenticated reports from competing cities. The tabulated wage reports issued by the Government Department of Commerce and Labor can also be used to show the standard rate, and it is expected later on that this government bureau will furn-ish weekly reports of the labor market from different centers, so that the work-man when he is ready to sell his labor agrees to maintain the sanitary and hy-gienic conditions provided for by the state laws and to refrain from any lock-out to reduce wages below the standard reserving to himself the right to dis-charge any employee for cause. The Citizens Association on its part agrees to furnish, in such numbers as it is possible to obtain, first-class workmen who will contract to sell their labor at the standard price for such period as may be fixed upon, agreeing not to strike, picket, assault other workmen, destroy property, or do any of the criminal acts common to labor unionism. Each work-man the seven employee and employe and to act enmasse to uphold the law at all times. The new industries locating in Battle Creek will not start under any sort of labor union dination whatsoever, but of labor union dination whatsoever, but

store to each man his ancient right to "peace, freedom and the pursuit of hap-piness."

Other cities will be driven to protect their work people, merchants and citi-zens as well as their industries from the blight of strikes, violence and the losses brought on by labor unionism run amuck, by adopting the "Battle Creek plan," but this city offers industrial peace now with cheap coal and good water, first-class railroad facilities and the best grade of fair, capable and peaceable mechanics known. Details given upon enquiry of the "See'y of the Citizens Association."

of the Citizens Association." Identification. The public should remember that there are a few Labor Unions conducted on peaceful lines and in proportion as they are worthy, they have won esteem, for we, as a people, are strongly in sympathy with any right act that has for its pur-pose better conditions for wage workers. But we do not forget that we seek the good of all and not those alone who be-long to some organization, whereas even the law abiding unions show undeniable evidences of tyranny and oppression when they are strong enough, while many of the unions harbor and encourage crim-inals in their efforts to force a yoke of slavery upon the American people. As a optic begaker lately said: "The arrogance of the English King that roused the flery eloquence of Otis, that inspired the im-mortal declaration of Jefferson, that left Warren dying on the slopes of Bunker Hill was not more outrageous than the conditions that a closed shop would force upon the community. These men burst into rebellion 'when the king did not touch their pockets.' Imagine if you can their indignant protest had he sought to pro-hibit or restrict their occupation or de-termine the conditions under which they should earn their livelihood," and to as-saut, beat and murder them, blow up their houses and poison their food if they did not submit. The public should also remember that good, true, American citzens can be

The public should also remember that good, true, American citizens can be found in the unions and that they de-precate the criminal acts of their fellow members, but they are often in bad com-

pany. Salt only hurts sore spots. So, the honest, lawabiding union man is not hurt when the criminals are denounced, but when you hear a union man "holler" be-cause the facts are made public, he has branded himself as either one of the law brakers or a sympathizer, and therefore with the mind of the law breaker, and likely to become one when opportunity offers. That is one reason employers de-cline to hire such men.

A short time ago inquiry came from the union forces to know if Mr. Post would "keep still" if they would call off the boycott on Postum and Grape-Nuts. This is the reply: "The labor trust has seen fit to try to ruin our business be-cause we would not join its criminal con-spiracy. We are plain American citi-zens and differ from the labor union plan in that we do not force people to strike, picket, boycott, assault, blow up property or commit murder. We do not pay thugs \$20 to break in the ribs of any man who tries to support his family nor \$30 for an eye knocked out. We try to show our plain, honest, re-gard for sturdy and independent work-men by paying the highest wages in the state.

and for sturdy and independent work-men by paying the highest wages in the state. We have a steady, unvarying respect of the law abiding peaceable union man power enough to purge the unions of their criminal practices that have brought down upon them the righteous denuncia-tion of a long-suffering and outraged pub-lic, but we will not fawn, truckle, bend the criminal practices that outraged pub-lic, but we will not fawn, truckle, bend sharery, the union label, nor prostitute our American citizenship under "orders" of any labor trust. Wo uffer to remove the restriction on four business and with "union" gold choke the throat and still the voice raised in stern denunciation of the despotism which træedom of our brothers. You would gag us with a silver bar and muffle the appeal to the American people bittle children whose faithful fathers were beaten to death while striving to earn food for them. Your boycott may perhaps succeed in throwing our people out of work and driving us from business but you cannot wrench from us that priceless jewel our fathers fought for and which every true son guards with his life. Therefore, speaking for our work people and our-selves the infamous offer is declined." POSTUM CEREAL CO., LTD.

EDITOR'S SUCCESS. How He Worked a Scheme on the Storekeeper.

Written for the Tradesman. "Bill" Cummings stood with his long frame doubled up over a composing stone in the office of the Daily Clarion. Thirty minutes later "William" Cummings sat in the office of the Daily Clarion with his long frame doubled up over a desk writing editorials and thirty minutes after that "Will" Cummings was humping his long frame around the sleepy streets of Masonville hunting news items. In short, "Bill," "William" and "Will" published the Daily Clarion. He was editor and publisher, foreman and "devil," and above all he was a hustler. He had graduated from college but a short time before and with his small capital had purchased the Clarion plant.

One of the first things Cummings did was to start out atfer advertising. This was a short task as Masonville was too small to boast of anything in the way of mercantile establishments with the exception of the postoffice, blacksmith shop and timehonored general "Emporium." And it was at the "Emporium" that Cummings met his first difficulty. It was John Hamilton, owner of the "Emporium," and he did not believe in advertising. Strange as such a statement may seem in these days, it was true, and Cummings set himself about the task of getting business for the Clarion and incidentally saving Hamilton from himself.

Hamilton was the only man with whom Cummings had much trouble. The blacksmith was persuaded, after a thirty-minutes talk, that "two inches, top of column, next to reading matter" would pull a great deal of trade from the "First Chance" shop at Haley's Corners. When Haley drove into town of his own accord to buy some space in the Clarion the Masonville wielder of the hammer bought more inches, and people began to sit up and take notice. The postmaster, who ran a stationery and candy store in connection with the Government business, took a step in the right direction when he sent in the following copy, with instructions for "a quarter's worth": Little Red School House Writing Tablets 5c at Tones'." He was given three insertions and Cummings went after the obstinate Hamilton again.

Almost any time of day a passer by might see Cummings' lank form draped over the hitching post in front of the store or humped up on a box inside expounding at length the innumerable values of advertising. With his lean enthusiastic young face aglow with earnestness he shook a brown ink-stained forefinger at the pig-headed old Hamilton and vowed that he would yet buy space in the Clarion. And Hamilton the obstinate. Hamilton the old fogy, wagged his grav beard and affirmed that buying space in a newspaper was about as sensible as throwing money into the fire.

Then something happened that helped Cummings a great deal:

The owner of a similar "Emporium" in Reed, ten miles away, began

to pull trade his direction. It amounted to little at first, but a other man to his senses and he was the Clarion's rival in Reed. Although only ten miles each had a small newspaper and each its group of mercantile concerns. Each wanted the farmer's trade and a sleepy kind of competition had been on between them for years. When Cummings came to Masonville, fresh from college, he stirred things up in an incredibly short space of time. Everyone, after a little persuasion, took the Clarion and things looked bad for the Trumpet ten miles away. The people of Reed itself were loyal, even if the surrounding farmers did show a disposition to go over to the

enemy, and the small war waxed The merchants of the two warm. towns, found out more about advertising than they had ever dreamed of knowing and business seesawed from one town to another, with little seeming advantage on either side. The two "Emporiums" were the main issue to those interested, however, and Cummings labored unceasingly with the obdurate Hamilton. "Why," the old man would say, "there is my rival in Reed, he's spending good money with both papers, while I am not spending a cent, and I am doing a pretty fair business-pretty fair," he would add in a patronizing tone of voice, as if he had floored his antagonist.

Cummings was forced to admit that such was the case and would start out on another talk.

It was true that Hamilton was doing the usual amount of business. It was old-established trade that he thought he could rely on. Meanwhile the Reed "Emporium" was buying space with an utter disregard of expense and public favor in Masonville was beginning to waver.

"Hamilton's place might be a home industry, but, well, when one can buy three cent calico for two cents in Reed town loyalty be hanged!"

One Friday night the Clarion came out with a full page advertisement from the Reed store-"Bargains, Bargains, Bargains!" all across the top, then divisions and subdivisions: "Cloth, crockery and cantaloupes; matches, mustard and moulding boards; rare and matchless bargains!"

Cummings did himself proud on that advertisement and Saturday morning Masonville arose as one shopper and started for Reed. Hamilton sat in his doorway and reproachfully eyed old customers as they sidled by on the opposite side of the street.

Cummings did not go to Reed. Instead, he collected a few copies of Mahin's Magazine and Printer's Ink and the Tradesman and went over for the daily bout with Hamilton. Here was his chance, he thought. With the people streaming by to Reed, with his eyes dazzled by the sight of that full page advertisement, with the collection of business literature and with Cummings' silvertongued oratory, surely the citadel could be held no longer.

Cummings found Hamilton in the door of his store and bore down upsudden awakening had brought the on him. His face lighted up with the joy of conflict and the certainty of buying space heavily in the Trumpet, victory. He dumped the magazines on the old man and opened up. He the two towns were separated by talked until he was hoarse-until the perspiration ran down his face, until he was tired, disgusted and disappointed-but Hamilton would have no advertising.

"The tide would turn-only a little momentary excitement," said the old man, and Cummings pessimistically meandered back to the office. where he wrote an editorial about lack of business enterprise in the county, so hot that it almost melted the point of his pen. Then he felt better and began to lay plans for a renewed attack in the immediate future

In a few weeks all the local concerns were doing a good business. All were advertising in the Clarionall except Hamilton. He admitted to himself that he was wrong, that his business was but a shadow of its former self, "but give in to that fresh young newspaper fellow-never!"

Hamilton's business was more run down at the heel than usual one rainy morning when Cummings dropped in for the daily controversy. It was no good and he went back to the office and smoked a "Hanson's Sunbeam," a doubtful-looking cigar of local manufacture. He felt better afterwards and there, in the smoke-begrimed office, with the taste of that inexorable cigar in his mouth and the smoke of that inexorable cigar smarting his eyes like a bonfire of leaves, an idea struck him, so dazzling in its brilliant magnificence that he could scarcely believe himself capable of it:

He would put an advertisement in the Clarion, a full page advertisement extolling the goods at Hamilton's 'Emporium!" He would write an editorial about loyalty to home industries and urge the good people to stick by the home paper, the home mercantile establishments and the home town in general.

"True," he thought, "I will get no more business from Reed, but then, boom the home town, awaken the people to what they can do-in fact, make the town support the paper."

All the next forenoon "Bill" Cummings worked with his long frame humped over a composing stone. The result, when it appeared, dazzled his own eyes. The previous advertisement of the Reed "Emporium" looked like a three line "quack" advertisement beside the glorious attempt which spread over a page of the Clarion. And the editorial, sparkling with wit, solid with hard cold fact, scathing in condemnation of the "few unloyal townsmen who would patronize a rival town's business men while their own went hungry!" Tt was a masterpiece of word-painting and editor "William" Cummings was justly proud of it.

When "Old Man Hamilton" saw that advertisement in the Clarion on Friday evening his face grew red with rage, his grizzled hair bristled with anger and the expressive white

tuft on the end of his chin wagged ominously.

'Trying to force me into it, eh! Like to see him collect the bill," and so on.

Then he locked up and went down to the Clarion office.

Editor "William" Cummings sat with his feet on the desk reading the Clarion with a critical eye and engulfed in a cloud of smoke from one of the "Hanson Sunbeams." Hamilton coughed when he entered the room, filling his lungs with the smoke that smelled like a bonfire of leaves.

"Here you!" he shouted when he could get his breath. "I won't pay no bill for that advertisement you put in your paper."

"Never expetced you to," replied "William" Cummings, as he drew a line from a letter out into the margin and put w. f. at the end of it, wondering how compositor "Bill" Cum-mings had put in a "wrong font" letter.

"Then what did you put it in for?" wheezed Hamilton, somewhat taken aback with his easy reception and the 'Hanson's Sunbeam" fog.

"I'll tell you, Hamilton," said Cummings, throwing down the Clarion: "I've been fighting you for a long time, but you wouldn't give in, and I made up my mind to prove to you that what I have been saying to you all along is true."

'But how do you know that I have those 'rare and wonderful bargains' you told about?" asked Hamilton, weakening.

"You'll simply have to have them when the people come to-morrow. It's up to you to help me make good," said Cummings, blowing a cloud of "Hanson's Sunbeam" at the old fellow

Hamilton suddenly capitulated and said he would try the experiment.

Saturday morning the sun shown bright--as it always does when unusual things happen! The people began to come to Hamilton's "Emporium" and he did more business in that forenoon than he had done in the past month. In the afternoon the services of Freddie Grimes were secured to help out.

After the day's business was over -when the cash drawer was so full it could scarcely be closed, when the stock looked as if a fleet of vessels had been fitted out from it-Hamilton locked up and went down to the Clarion office.

A cloud of "Hanson's Sunbeam" fragrance got into his nose and made him sneeze. The editor was entrenched behind the Clarion.

"I'd like to figure with you for a space for a year, new copy to be furnished every issue," said Hamilton.

"Sure," said "William" Cummings, pulling a pad towards him; "and say, have a cigar, will you?"

"What are they--'Hanson's Sunbeams'?" asked Hamilton.

"Yep," said "Bill" Cummings.

"No, thank you, don't believe I care

to smoke just now," said Hamilton, as he got another big whiff.

Glenn A. Sovacool.

Substitute for Stop Watch.	Hardware Price
The winning horse hereafter will put his nose under the wire to elec-	AMMUNITION
tricity instead of to a stop watch.	Caps
The human element enters largely	G D., full count, per m Hicks' Waterproof, per m. Musket, per m
into the stop watch method, seeing that the timekeepers are required	Ely's Waterproof, per m
to estimate the exact moment of the	Cartridges No. 22 short, per m
start and finish and, moreover, stop	No. 22 short, per m No. 22 long, per m No. 32 short, per m No. 32 long, per m
watches in general will only register to one-fifth of a second, while in an	
electric chronometer the personal fac-	Primers No. 2 U. M. C., boxes 250, p No. 2 Winchester, boxes 250
tor is eliminated and the result is	No. 2 Winchester, boxes 250 Gun Wads
automatically recorded upon a band of paper which the apparatus unrolls	Black Edge, Nos. 11 & 12 U Black Edge, Nos. 9 & 10, p Black Edge, No. 7, per m.
with an accuracy of a hundredth part	
of a second. The apparatus is set up	Loaded Shells New Rival—For Sho
at each end of the line and connected by an insulated wire which is laid	Drs. of oz. of Size No. Powder Shot Shot
along the side of the route. A wire	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
is stretched across the track at the	126 4 $1\frac{1}{8}$ 8 126 4 $1\frac{1}{8}$ 6
point where the horses start. The wire is connected by a suitable lever	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
with a contact which is mounted in-	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$
side the apparatus. As the horse	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
passes over the wire the contact is established, and this movement is	Discount, one-third and in Bapor Shells, Net I
registered automatically by the action	Paper Shells—Not L No. 10, pasteboard boxes 100 No. 12, pasteboard boxes 100
of an electro magnet upon a band of	Gunpowder
paper which is unrolled in the chro- nometer. When the horse arrives at	Kegs, 25 lbs., per keg ½ Kegs, 12½ lbs., per ½ ke ¼ Kegs, 6¼ lbs., per ¼ ke
the finishing mark it passes over a	
second wire which is stretched across	Shot In sacks containing
the route. A second current impulse is thus sent over the line into the	Drop, all sizes smaller tha Augurs and Bit
chronometer box and the exact time	Snell's Jennings' genuine
of finish is registered. The strip of	Jennings' imitation
paper is unrolled during the passage of the horse by a modified form of	Axes First Quality, S. B. Bronze
Morse register which feeds out the	First Quality, S. B. Bronze First Quality, D. B. Bronz First Quality, S. B. S. Stee First Quality, D. B. Steel
paper at a practically uniform speed.	Barrows
The moment of starting and finishing is recorded by a needle point which	Railroad Garden
makes a dot upon the band, so that	Bolts
by taking the distance between the	Stove Carriage, new list Plow.
dots the time is obtained. Each one- fifth second is registered upon the	Buckets
board by a second needle point, which	Well, plain
the chronometer operates by means of an electro magnet, so that it is	Butts, Cast Cast Loose Pin, figured
only necessary to count the number	Chain
of spaces and fractions.	Common
Electric Cigar Lighters.	$\begin{array}{c} \text{Common.} &, 7 \text{c} 6 \text{c} \\ \text{BB.} &, 8^{1} 4 \text{c} 7^{1} 4 \text{c} \\ \text{BBB.} &, 8^{3} 4 \text{c} 7^{3} 4 \text{c} \end{array}$
Electricity is lighting houses not	Crowbars Cast Steel, per lb
only, but cigars as well. An ingeni-	Chisels
ous electric cigar lighter consists of a metal box, perforated and mount-	Socket Firmer Socket Framing Socket Corner
ed upon a standard and supplied with	Socket Slicks
110 volt continuous current from the lighting mains. Inside the box are	Elbows Com. 4 piece, 6in., per doz.
lighting mains. Inside the box are two carbon pencils which are brought	Corrugated, per doz Adjustable
in contact by the depression of a	Expansive Bit: Clark's small, \$18; large, \$ Ives' 1, \$18; 2, \$24; 3, \$30
thumb piece or button on the out- side, and then separated by a spring	FilesNew Lis
mechanism which holds the carbons	New American Nicholson's
just far enough apart for an arc to	Heller's Horse Rasps Galvanized Iro
be formed. By inserting a cigar in an orifice in the front its unlighted	Nos. 16 to 20; 22 and 24; 25 List 12 13 14
end becomes ignited by contact with	Discount, 70. Gauges
the arc, the whole operation taking	Stanley Rule and Level Co Glass
scarcely five seconds and costing 10 cents per kilowatt hour. In other	
words, 500 cigars may be lighted for	Single Strength, by box Double Strength, by box . By the light
about one penny. Taking into ac-	Hammers Maydole & Co.'s new list.
count interest and depreciation, the new lighter will scarcely be a formid-	Yerkes & Plumb's Mason's Solid Cast Steel .
able rival of the safety match.	Hinges Gate, Clark's 1, 2, 3
Vou ann not cover sin by offering	Hollow Ware Pots
You can not cover sin by offering 3 per cent. of the spoils to the	Kettles
church	Horse Nails

3 per cent. church.

On the sea of life most men are steering straight for the rocks.

Current N Door, Door, 40 50 75 60 Stanle 600 pc Per p Bird Pump Screw Caster Damp per m....1 60 50, per m..1 60 Stebb Enter U. M. C... 60 per m.... 70 Fry, Comm ls hotguns "A" \ "B" \ Brol Gauge 10 10 10 10 10 12 12 12 12 12 12 12 Per 100 \$2 90 2 90 2 90 2 95 3 00 2 50 2 50 2 50 2 50 2 50 2 50 2 70 Ohio Sciota Sandu Bench Advan Steel Wire 20 to 10 to 8 adv 6 ad 4 ad 3 adv 2 adv 2 adv five per cent. Loaded 100, per 100. 72 100, per 100. 64 keg 4 90 keg 2 90 keg 1 60 2 adv Fine Casin Casin Casin Finish Finish Barre g 25 lbs han B....1 85 Bits 60 25 50 Iron Coppe 14x20 14x20 20x28 14x20 14x20 te 6 50 onze. 9 00 teel. 7 00 10 50 20x28 20x28 Sisal. 70 70 50 List Solid 4 50 Nos. Nos. Nos. Nos. Nos. All inche n. % in. ½ in.6 c....4% c6½ c....6 c6½ c.....6½ c First Secon 5 65 65 65 1/4 @ 1/2 The of so vate sition oz.net. 75 Steeldis. 40&10 10x14 14x20 10x14 Eac its \$26. 40 25 ist 10x14 14x20 10x14 14x20 Ea ron $\begin{array}{c} 25 \text{ and } 26; 27, -8\\ 15 & 16 & 17 \end{array}$ 14x56 Steel, Oneid Oneid Mous Mous Co.'s 60&10dis. 90dis 90dis. 90dis. 33½dis. 40&1030c list 70 Brigh Anne Copp Tinn Copp Barb Barbdis 60&10 re

Au Sabledis. 40&10 House Furnishing Goods

Knobs-New List	STONEWARE
Door, mineral, Jap. trimmings 75 Door, Porcelain, Jap. trimmings 85	Butters 48 1 to 6 gal. per doz. 6 8 gal. each 56 10 gal. each 76 12 gal. each 84 15 gal. meat tubs, each 120 20 gal. meat tubs, each 160 25 gal. meat tubs, each 225 30 gal. meat tubs, each 270
Levels Stanley Rule and Level Co.'sdis.	8 gal. each
Metals—Zinc 600 pound casks 8	12 gal. each 84 15 gal. meat tubs, each 1 20
Per pound	20 gal. meat tubs, each 1 60 25 gal. meat tubs, each 2 25
Bird Cages	Churns
Bird Cages 40 Pumps, Cistern. 75&10 Screws, New List 85 Casters, Bed and Plate 50&10&10 Dampers American 50	2 to 6 gal, per gal
Dampers, American 50 Molasses Gates	Milkpans ½ gal. flat or round bottom, per doz. 48 1 gal. flat or round bottom, each 6
Stebbins' Pattern	1 gal. flat or round bottom, each 6 Fine Glazed Milkpans
Pans	Fine Glazed Milkpans ½ gal. flat or round bottom, per doz. 60 1 gal. flat or round bottom, each 6
Fry, Acme	Stewpans ½ gal. fireproof, bail, per doz 85 1 gal. fireproof bail, per doz1 10
Patent Planished Iron "A" Wood's pat. plan'd, No. 24-2710 80 "B" Wood's pat. plan'd, No. 25-27 9 80 Parler proclementation of the participation of the p	Jugs
broken packages 20 per 10. extra.	Jugs 60 ½ gal. per doz. 4: ¼ gal. per doz. 4: 1 to 5 gal., per gal. 7½
Planes Ohio Tool Co.'s fancy	Sealing Wax 5 tbs. in package, per lb 2
Sciota Bench 50 Sandusky Tool Co.'s fancy	LAMP BURNERS
Nalls	No. 1 Sun 38 No. 2 Sun 50 No. 3 Sun 50 Nutmer 50 Sut 50
Advance over base, on both Steel & Wire Steel nails, base	No. 3 Sun
20 to 60 advanceBase 10 to 16 advance	MASON FRUIT JARS
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	With Porcelain Lined Caps Per gross
4 advance	Pints
2 advance	Fruit Jars packed 1 dozen in box.
Casing 8 advance	Per box of 6 doz. No. 0 Sun 160
4 advance 30 3 advance 45 2 advance 70 2 nadvance 70 Casing 10 advance 50 Casing 8 advance 25 Casing 6 advance 25 Finish 10 advance 25 Finish 8 advance 25 Finish 8 advance 35 Filmish 6 advance 35 Barrel % advance 85	Per box of 6 doz. No. 0 Sun 160 No. 1 Sun 172 No. 2 Sun 2 54
Finish 6 advance 45 Barrel % advance 85	Anchor Carton Chimneys
Rivets	Each Chimney in corrugated carton No. 0 Crimp 170 No. 1 Crimp 190 No. 2 Crimp 290
Iron and tinned 50 Copper Rivets and Burs 45 Roofing Plates	- Einet Quality
14x20 IC, Charcoal, Dean 750 14x20 IX, Charcoal, Dean 900 20x28 IC, Charcoal, Dean 910 14x20, IC, Charcoal, Allaway Grade 750 14x20, IC, Charcoal, Allaway Grade 900 20x28 IC, Charcoal, Allaway Grade 900 20x28 IX, Charcoal, Allaway Grade 1500 20x28 IX, Charcoal, Allaway Grade 1500	No. 0 Sun, crimp top, wrapped & lab. 1 9i No. 1 Sun, crimp top, wrapped & lab. 2 00 No. 2 Sun, crimp top, wrapped & lab. 3 00
20x28 IC, Charcoal, Dean15 00 14x20, IC, Charcoal, Allaway Grade. 7 50	XXX Flint
14x20 IX, Charcoal, Allaway Grade 9 00 20x28 IC, Charcoal, Allaway Grade15 00	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
Ropes	Pearl Top
Sisal, ½ inch and larger 9½ Sand Paper	No. 1 Sun, wrapped and labeled4 60 No. 2 Sun, wrapped and labeled5 30 No. 2 hinge, wrapped and labeled5 10 No. 2 Sun, "small bulb," globe lamps 80
List acct. 19, '86dis 50	No. 1 Sun, plain bulb, per doz 1 00
Solid Eyes, per ton	No. 1 Sun, plain bulb, per doz 1 00 No. 2 Sun, plain bulb, per doz 1 25 No. 1 Crimp, per doz
Sheet Iron Nos. 10 to 14 3 60	No. 2 Crimp, per doz 1 60 Rochester
Nos. 15 to 17	Rochester No. 1 Linue (65c doz.)
Nos. 10 to 14	Electric
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	OIL CANS 1 gal. tin cans with spout, per doz. 1 20 1 gal. galv. iron with spout, per doz. 2 10 3 gal. galv. iron with spout, per doz. 2 10 3 gal. galv. iron with spout, per doz. 3 15 5 gal. galv. iron with spout, per doz. 4 15 3 gal. galv. iron with faucet, per doz. 4 75 5 gal. galv. iron with faucet, per doz. 4 75 5 gal. galv. iron with faucet, per doz. 4 75 5 gal. galv. iron Nith faucet, per doz. 4 75 5 gal. galv. iron Nith faucet, per doz. 4 75 5 gal. galv. iron Nacefas
First Grade, Doz	2 gal. galv. iron with spout, per doz. 1 20 3 gal. galv. iron with spout, per doz. 2 10
Solder 1/4 @ 1/2	5 gal. galv. iron with spout, per doz. 4 15 3 gal. galv. iron with faucet, per doz. 3 75
14 (0 1/2	5 gal. galv. iron with faucet, per doz. 4 75 5 gal. Tilting cans
sition. Squares	N. A Tubulan gide lift A 85
Steel and Iron	No. 0 Tubular, side lift 4 65 No. 2 B Tubular 6 40 No. 15 Tubular, dash 6 50
10x14 IC, Charcoal	No. 0 P Tubular, side int 6 do No. 2 B Tubular, dash 6 do No. 15 Tubular, dash 6 fo No. 2 Cold Blast Lantern 7 75 No. 12 Tubular, die lamp 12 60 No. 3 Street lamp, each 3 50
10x14 IC, Charcoal	LANTERN GLOBES
Tin—Allaway Grade	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. each1 25
1420 IC, Charcoal 9 00 19x14 IX, Charcoal 10 50 14x20 IX, Charcoal 10 50 Each additional X on this grade, \$1.50	No. 0 Tub., Bull's eye, cases 1 dz. each 25 BEST WHITE COTTON WICKS
14x20 IX, Charcoal	Roll contains 32 yards in one piece. No. 0 % in. wide, per gross or roll. 25
Boiler Size Tin Plate 14x56 IX, for Nos. 8 & 9 boilers, per lb 13	BEST WHITE COTTON WICKS Roll contains 32 yards in one piece. No. 0 35 in. wide, per gross or roll. 25 No. 1, 55 in. wide, per gross or roll. 30 No. 2, 1 in. wide, per gross or roll 45 No. 3, 1½ in. wide, per gross or roll 45
Traps Steel, Game75	
Oneida Community, Newhouse's 40&10 Oneida Com'y, Hawley & Norton's 65	COUPON BOOKS
Oneida Community, Newhouse's40&10 Oneida Com'y, Hawley & Norton's65 Mouse, choker, per doz. holes1 25 Mouse, delusion, per doz1 25	50 books, any denomination1 50 100 books, any denomination1 50 500 books, any denomination1 50 1000 books, any denomination20 00 Above quotations are for either Trades- man, Superior, Economic or Universal grades. Where 1,000 books are ordered ot of time customers receive smetaily
Wire	Above quotations are for either Trades- man, Superior, Economic or Universal
Annealed Market	grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.
Bright Market 60 Annealed Market 60 Coppered Market 50&10 Tinned Market 50&20 Barbed Fence, Galvanized 275 Barbed Fence, Painted 245	printed cover without extra charge. Coupon Pass Books
Barbed Fence, Painted	Can be made to represent any denomi- nation from \$10 down.
Bright	50 DOOKS 1 50 100 books 2 50 500 books
Bright .80-10 Screw Eyes .80-10 Hooks .80-10 Gate Hooks and Eyes .80-10	50 books 1 50 100 books 2 50 500 books 11 50 500 books 2 00 Credit Checks 20 00 500 any and engring 2 00
Baxter's Adjustable, Nickeled 30 Coe's Genuine	we punch The



Weekly Market Review of the Principal Staples.

Dress Goods-It has been the experience of buyers of dress goods this season that lines offered at the old ranges were not as desirable as could be wished. In some of the lines that have been offered at nominal advances the appearance of the goods and the quality have more than compensated for the additional cost. As broadcloths are the leading fabric for the fall of 1905, buyers place full stress on the necessity of selecting better grade goods. The nature of broadcloth is such that inferiority in construction or dyeing will make the garment of which it is constituted have a tawdry appearance. As the fall lines in all classes of dress goods have been held at an average advance the buyers representing the cutting-up and jobbing trades have regulated their purchases with great care and discretion. Aside from the drift of fashion to plain cloths of the broadcloth, plain mohair, henrietta and serge types, the price question would have suggested to buyers that they take these goods in place of fancies or novelty goods. It is found that the business on fall goods to the present time has been smaller in the aggregate than a year ago. To offset this the orders have come from a larger number of early buyers and will stand, so every one in the trade believes. Cloth effects closely resembling broadcloths are reported as selling second best; plain fabrics offered at anything near last year's prices are taken in fair-sized initial orders. Wool dress goods and plaids are working into better shape. The incentive that impels buyers to operate on the present market with any degree of strength is the steady advance in the price of cloths. Worsted lines have been advanced as much as 10 per cent, since the openings of a month ago. Woolens are being placed at higher values also and the lot of the buyer is made uncomfortable, for he does not know exactly how to move. Serges are being taken in larger quantity than sellers expected would be the case. This is in large measure due to the popularity of silks of twilled construc-Venetians and henriettas are tion. mentioned as goods that will stand well for fall.

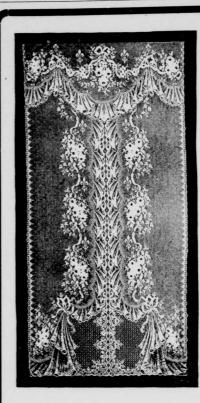
Carpets—Carpet manufacturers are seriously considering the question of further advances on their spring lines, notwithstanding those made since the opening of the season. This advance, it is understood, will be made Feb. I and will consist of a 5 per cent. increase on all grades which are claimed to be too low when compared with the cost of raw material. Whether all carpet manufacturers will adopt this policy can not be positively stated at the present time; but from reports and general talk in the trade the principal manufacturers

have decided upon another advance. In the meantime, although spring business has improved and more orders are now being received, agents do not show any great desire to accept new business at to-day's prices. As a result of this reluctance on the part of sellers, buyers are showing more interest in the situation and are sending in very fair orders. The consensus of opinion seems to be that tapestries will be advanced 21/2c per yard Feb. I and velvets 5c by many of the mills. Buyers are becoming impressed with the idea that further advances are pending and are hastening to take cover. Since the London low wool sales indications point to even higher prices on carpet wool. Owners of China wool have apparently found a market where they can dispose of their clips to better advantage than in the United States. and unquestionably much of the wool which would under normal conditions come to this market will be sold to manufacturers abroad, who, not having a duty to contend with, can afford to outbid their American rivals. It is well known that carpet manufacturers in this country are carrying only a very limited supply of carpet wool, and must very shortly enter the market for wool which will be needed to turn out the balance of orders now on hand. Manufacturers buying their yarn from spinners claim that prices are being demanded which make it impossible for them to turn out carpets at present prices, with any profit. Three-quarter goods are reported to be fairly well situated, particularly the medium qualities, and many mills turning out these lines are well sold up. Ingrains continue to be the weak spot in the market. Manufacturers are not well supplied with orders in spite of the fact that prices are comparatively Much of the machinery in the low. Philadelphia mills remains idle, as much as 30 per cent. being reported as not running. Two things are responsible for this condition of affairs. First, lack of demand for ingrain carpets; second, the high cost of raw material. This is particularly true with regard to fine grades of standard all-wool super ingrains. Some lines have been sold, but at prices which fail to net the manufacturer any profit. Many claim that they will close down their mills if they are unable to secure an advance over present prices.

Heartrending Appeal. A Washington county, Missouri, editor writes

One of our newly married young ladies kneads bread with her gloves on. The editor of this paper needs bread with his shoes on; he needs it with his trousers on, and unless the delinquent readers of this old rag of freedom pay up soon we will need bread without a darn thing on.

It is possible to extract a wholesome lesson from the little troubles of life. There is a saying among the Arabs that the constant sunshine makes the desert. Without adversity we can not appreciate the good things of life.



We Also Have

A good assortment of lace curtains, curtain Swiss by the yard and window shades.

Ask our salesmen about same as the season is near at hand.

Grand Rapids Dry Goods Co. Exclusively Wholesale

GRAND RAPIDS, MICH.

New Spring Dress Goods



We have them to sell, you want them to sell. They are excellent values and will draw you trade, as they are pretty effects in Plaids, Cashmeres, Serges, Voiles, plain and figured Brilliantines, from 28 inches to 55 inches wide and at prices ranging from $7\frac{1}{2}$ cents to \$1.50 per yard.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



Special Features of the Grocery and Produce Trade. Special Correspondence.

New York, Jan. 21-There is a steady feeling in the coffee market, but this is visible only after a week of uncertainty and is apt to disappear We are having liberal at any time. receipts and prices remain on about last week's level. At the close Rio No. 7 is worth 87/8c. In store and afloat there are 4,348,786 bags, against 3,210,000 bags at the same time last year. Sales to the grocery trade have been generally of small lots, although the total amount must be very respectable. Quotations for mild grades are about unchanged. Good Cucuta, 93/4c and good average Bogotas, 11@111/8c. East Indias are firm and sales of Mocha show some tendency to advance, the range for invoices being 16@18c.

Refined sugar is very firm. The demand has been lively all the week and the market closes in favor of the seller. The old Mollenhauer refinery in Brooklyn has started up again after three years' idleness, and this will add quite materially to the supply. It is doubtless the part of wisdom for the retailer to carry rather liberal supplies.

Tea sales in a large way have been few. Supplies are moderate, importers have built up a profitable but, seemingly, there is plenty to meet requirements. Prices are practically unchanged.

in rice after a long period of "noth- The latest Agricultural Department ing doing" and the trade is glad to ruling says that consignments consee even a slight advance. Prices are sulated after December 15, 1904, will steady on all grades.

dition in the spice trade. The call go out of business or make a fight has been as active as could be ex- in the courts. They claim that the pected, and with only moderate stocks the situation favors the seller. supply. Zanzibar cloves, in an in- health. It is cheap. voice way, 111/2c; Amboyna, 15@16c.

The end of the molasses season is here and the volume of business shows some falling off. Grocery grades have shown most activity. Good to prime centrifugal, 16@26c Syrups are firm but there is not much trading. Good to prime, 19@ 25C

There is the same general apathy in the canned goods market that has characterized the situation for some time. The most interesting topic relates to the sale of futures. Jobbers are this season more than ever disinclined to buy for forward de- duty other sources of supply have livery, and packers say this will lead had to be sought, and Louisiana, to a reduced output. Salmon is eas- among other places, is found to be ier owing to quite large arrivals. To- suitable for the breeding of this delimatoes are about unchanged, al- cacy. The frogs caught in the though a little improvement is not- swamps of Louisiana are larger than ed. and California fruits steady.

practically unchanged.

grades show improvement over a the country in cold storage.

30@301/2c; seconds to firsts, 26@ 291/2c; held stock works out at 27@ 28c; imitation creamery, 18@24c; Western factory, 19@23c, latter for extra stock; renovated is firm from 16@230

Cheese is in steady request and seller. Small size full cream is held

at 121/4 c and large sizes 1/4 c less. The warmer weather has sent the to hour. Near-by stock, 34@36c; best Western candled stock, 28c; average, 27c, and from this down through every fraction to 17@18c.

Importers Will Sue Over "Egg-White" Ruling.

Importers of foreign foodstuffs in New York have definitely decided to test in the courts the legality of the rulings in regard to labeling made by the Department of Agriculture under the pure food law. The importers of preserved egg, "egg-white" or "egg-yolk," as it is known in the trade, probably will bring the first suit, as under a recent ruling this product has been barred from the United States on account of the high percentage of boracic acid which it is said to contain. Heretofore it has been admitted after being held up at the public stores and labeled with a printed formula giving the nature and quality of the chemicals used in its preparation. During the past three or four years a dozen or more trade in preserved egg preparations, which come principally from China and Australia, and are used exten-Some improvement has been shown sively by bakers and confectioners. not be admitted, and the importers There is a fairly satisfactory con- must either accept this ruling and stuff is wholesome and can be used in the manufacture of cakes and can-Pepper, especially, is in light dies without endangering the public

Frogs as Poultry.

The report of the British Consul at New Orleans, recently issued by the foreign office, says that a new source of wealth has sprung up in this consular district owing to the decision arrived at by the United States authorities to classify edible frogs as poultry and make them pay duty as such when they are imported. Formerly frogs destined for consumption in the United States were largely supplied by the Dominion of Canada, but since the imposition of a Corn is quiet, peas unchanged the Canadian and fetch a higher price in the markets. They must be Dried fruits are quiet. Prices are caught alive, care being taken not to bruise them. When destined for The butter market is firm and all sale they are killed and sent all over

week ago. Extra Western creamery, Trying to Revive Salmon Combination.

fish can be ascertained. A micro-A last effort is to be made by capitalists identified with the Pacific phone, enclosed in a water tight case, connected with an electric battery Packing and Navigation Co. to reand telephone, is lowered into the vive that enterprise for the benefit of the debenture holders. The or-ganization of a committee has been hangs free no sound is heard, but on its coming in contact with a at the close the market favors the hastened by the fact that the Alasshoal of fish the constant tapping of ka fisheries and other properties of the fish against the microphone case the company are to be sold January It is proposed that the holders 25. egg market down and quotations are of the \$3,000,000 debenture bonds devery apt to be "shattered" from hour posit their securities with a trust company with a cash contribution of 10 per cent. of their holdings. The sum thus raised will be used toward paying for the properties. After purchase it is proposed to organize a new company with \$500,000 of preferred stock and \$3,000,000 of common stock.

Makes Clear Windows Clear show windows are a source of satisfaction to every merchant, but during the winter this its nearly impossible to keep them free from steam or vapor. A man who has had handling of windows for the past to years, and has given much thought and study to the blem, has perfected a dry chemical process which positively

It does not in the least interfere with the view or injure the glass. The process can easily be applied by anyone in a few minutes. It does not soil the hands. It never fails. Windows treated with this process require washing only occasionally as dirt will not adhere to glass free from steam. steam. pccial Inducement. — To prove the value of this invention we will send enough for you to it a thorough trial on your own windows for 25 cents post paid. Try it on your eye-glasses. won't fog up. SEND TO-DAY.

The FOG-NO-MORE CO, Colon, Michigan

A Leaf from One of Our Booklets

We Receive

A great many mail orders from ladies for single pairs of corsets. Whenever we have a merchant in the town who is handling our line, we invariably turn the order over to him. We are anxious of course not only to sell every pair of corsets possible, but particularly anxious to please and accommodate any lady who gives our corset the preference.

Your Home Merchant

is entitled to all the business you can give him; his expenses are heavy, and a very large amount of the money he receives in the way of profit is paid out by him in taxes, and other calls made upon him for the building up and beautifying of your home town. Stand by your home merchant and give him your patronage. Of course if he does not have what you want in our line and refuses to order it for you, we shall be pleased to receive your order direct.

Respectfully yours, PURITAN CORSET CO., Kalamazoo, Michigan.

We protect the merchants who handle our line and while we never try to unsettle a man in his political or religious beliefs, we shall be glad to "talk corsets" with you at any time. Write us.

PURITAN CORSET CO.

Kalamazoo, Mich.

for an electrical apparatus whereby

the presence and extent of shoals of

water. So long as the telephone

produces a series of sounds which at

once betrays their presence. The rope

attached to the microphone is mark-

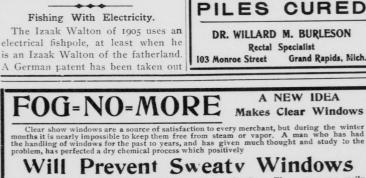
ed so that the exact depth of the

If there were no suckers to be

caught there would be no gold-brick

shoal is designated.

men.





Michigan Knights of the Grip. President, Geo. H. Randa..., Bay City; Secretary, Chas. J. Lewis, Flint; Treasurer, W. V. Gawley, Detroit.

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

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

Low Priced Traveling Men Not Always Cheap.

Low priced men are not necessarily economical or cheap to employ. And yet this simple but important lesson has to be laboriously and expensively learned every year all over the country.

I met a manufacturer recently who had purchased a business, and was preparing to push it. He first began letting several high-priced salesmen go. He then cut the advertising appropriation in two and clipped expenses in all directions, for the purpose of reducing the cost of running the business. On paper his figuring looked pretty and attractive. It was a one-sided panorama, however, with the other side yet to be developed. Funny how fascinating it is to figure a profit on paper, particularly if one is using a good pencil, and the paper is smooth and even. After you have added and subtracted and divided, and played with arithmetic in general, you rise with a feeling of satisfaction which is closely akin to that locality known as a Fool's Paradise.

No salesman was ever paid a high price for his services for any length of time unless he earned it. Employers who are narrow-minded and short-sighted often forget that the value of a man should and must be measured by the value of his services and the results of his work. The discharge of a first-class salesman is at once accompanied by full or partial loss of the trade he was able to get. Shrewd business men forget that all salesmen are worth a certain percentage of the volume of the busines they get for their employers. Salesmen themselves are well aware of this. Every good salesman knows that his worth as a salesman is measured by the volume of orders he gets and the profit he makes for his house. Consequently a cheap and low-priced man is such because his sales are comparatively small, otherwise he would be in a higher class and getting more money.

It sometimes happens that a new manager with wrong ideas of economy substitutes expert and successful salesmen with low priced men, at once forcing the former to seek positions with competitive houses where their efforts are tremendously stimulated by a desire to prove to the short-sighted man who discharged them that he did not know his business.

The prosperous, well-paid salesman who is fairly and squarely treated by his employer seldom fails to make good. He never forgets his responsito \$20 a week.

bilities, and while he may have to encounter slack periods from time to time, his yearly sales' average is usually satisfactory.

Cheap or low priced men are no match in business for the pushing. well-paid hustlers who have trained themselves to keep in the front rank. It costs a man just as much for hotel and railroad expenses while traveling on the road whether he accomplishes little or much. The capacity of cheap men is limited and at the end of the year it is liable to turn out that the policy in employing them proved disappointing in results.

Many enterprising men who started in business for themselves have achieved success by gathering around them at the start a small army of salesmen who were high priced, but who got profitable orders right along, and who proved to be money-makers for themselves and their employers.

I do not wish to cast any discredit on low priced men, but rather to show the poor judgment of employers who believe such economy is prudent or necessary. I would not class young salesmen who are being broken into their trade as low priced men, as it is only fair and reasonable that they should begin at the bottom, and increase in prosperity according as their ability and success increase. A genuine low priced salesman is he who fails to expand and grow and who seems unable to do more than a small trade all the time. This is no reflection upon him, as it is not given to everyone to be a top-notcher. But all the same I still hold that it is not fair to regard such a man as cheap or economical compared with a salesman who has the ability to earn and command a high salary.

A business, after all, may be compared to a farm. The best cultivation and closest attention to details is the surest way to get the most profitable results. A farm, poorly and improperly managed, will produce something, but nothing like as much as if handled more competently. It often happens that under the direction of a capable and astute manager, medium and low priced salesmen may be so stimulated and educated as to surprise themselves. It should not be forgotten that no matter how good merchandise may be it needs to be properly presented and pushed .- Traveler in Shoe Trade Journal.

Telegraphing Photographs.

Prof. Korn, of Munich, has presented a report to the Bavarian Academy of Sciences stating that he has perfected a system of transmitting photographs, sketches and fac-similes of signatures over ordinary telegraph wires. Any photograph, he says, can be transmitted over a wire 1,000 miles long in twenty minutes.

Lacemakers' Wages.

Twenty years ago the wages of Nottingham lacemakers were as high as \$30 and \$35 a week, and the profits of the employers ranged up to 100 per cent. To-day if a man is working full time he may earn from \$12.50 to \$20 a week.

It's a Sure Thing

that hundreds of prominent merchants who are selling

Hanselman's Candies

are not doing so just for fun. They've discovered that they are business makers. You will get the same impression if you will investigate. Send us a sample order or see one of our traveling men.

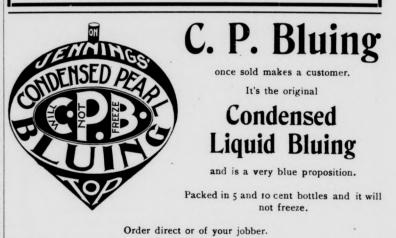
Hanselman Candy Co., Kalamazoo, Mich.

Ye Olde Fashion Horehound Candy

Is good for young and good for old, It stops the cough and cures the cold.

Manufactured only by

Putnam Factory, National Candy Co. Grand Rapids, Mich.



JENNINGS FLAVORING EXTRACT CO., Grand Rapids, Mich.

"Better Candy"

Was Never Made Nor Purer

We Work for Reputation as well as a Living

Joint Meeting of New and Old Boards. ried.

Flint, Jan. 21-The retiring Board of Directors of the Michigan Knights of the Grip held its final meeting here to-day, all the members being present except A. A. Weeks, of Grand Rapids.

Secretary Lewis reported the following receipts since the Detroit convention:

Death fund\$1,154.50 General fund 607.50 Entertainment fund 31.00

Treasurer Bradner reported a balance on hand of \$5,595.01, distributed among the various funds as follows: Death fund\$4,652.00 General fund 930.01 Entertainment fund 31.00

Moved that \$25 be placed at the disposal of Employment and Relief Committee. Carried.

Moved that bill for report of annual convention be returned to James P. Langley for correction. Carried.

The death claims of W. R. Foster, Grand Rapids, Henry S. Bingham. Detroit, and G. E. Stewart, Alpena, were presented and allowed, and the Secretary was instructed to draw orders on the Treasurer to pay same.

Moved that the claim of W. T. Crane be referred to M. G. Howarn and W. W. Gawley for investigation. Carried.

Moved that this Board recommend to the incoming Board that applications and circular letters for Ladies' Auxiliary be enclosed with the first assessment notice. Carried.

Moved that the report of the Executive Committee of Post C, for annual convention, be accepted and the balance, after paying expenses of convention (\$41.56), be returned to the Employment and Relief Fund. Carried.

The following bills were allowed and warrants drawn to pay same: C. J. Lewis, salary\$89.62 H. E. Bradner, salary 35.85 C. J. Lewis, sundries75 C. J. Lewis, Board meeting .. 1.50 Klocksiem, B'd meeting 3.00 H. C. G. H. Randall, Board meeting 3.88 James Cook, Board meeting .. 6.10 H. E. Bradner, Board meeting . 3.48 2.50 W. V. Gawley Chas. W. Stone, Board meeting 4.30 H. P. Goppelt, Board meeting 1.90 M. G. Howarn, Board meeting 4.68 C. W. Hurd, Board meeting .. 2.36

Moved by Bro. Stone that a vote of thanks be extended to the retiring President, M. G. Howarn. Carried. Moved by Bro. Goppelt that a vote

of thanks be extended to the retiring Treasurer, H. E. Bradner. Carried. The old Board then adjourned sine

die and the new Board took hold. All were present except Mr. Weeks. Moved that the Secretary's bond

be approved and accepted. Carried. Moved that the money in the Treas-

ury be transferred to the Secretary until such time as bond of new Treasurer is received and approved. Carried.

February I, to run one year. Carried. and the hang-behinds never get very Moved that an assessment be called far on the road to success.

for March 1, to close March 31. Car-

Moved that 5 per cent. of the death fund be transferred to the general fund, Carried

Moved that an order for \$50 be drawn in favor of the Secretary for stamps. Carried.

Moved that an order for \$42six weeks at \$7 per week-be drawn in favor of M. Matson. Carried.

Moved that the printing be left to the Secretary upon recommendation of the Printing Committee. Carried. Moved that the next meeting be

held in Lansing on March 4. Carried. Moved that Bros. Howarn and Bradner be especially invited to meet with the Board March 4. Carried.

The following committees were appointed by President Randall:

Finance-James Cook, Jackson: H. C. Klocksiem, Lansing; C. W. Stone, Battle Creek.

Printing-H. P. Goppelt, Saginaw; A. A. Weeks, Grand Rapids; C. W. Hurd, Flint.

Railroad-John A. Weston, Lansing; F. L. Day, Jackson; Alva Davis, Flint.

Legislative-Mark S. Brown, Saginaw; James F. Hawley, Lansing; C. C. Starkweather, Detroit.

Hotel-John A. Hoffman, Kalamazoo; E. E. Mix, Lapeer; Sam. Shaffer, Saginaw.

Bus and Baggage-E. S. Wiseman, Grand Rapids; George Haskell, Owosso: C. H. Hinman, Battle Creek. Employment and Relief-C. Lewis, Flint; W. C. Wells, Flint; Frank N. Mosher, Port Huron. Chaplain-John R. McNiel, West

Bay City. Sergeant-at-Arms-M. C. Empey,

Bay City. C. J. Lewis, Sec'y.

The Boys Behind the Counter.

Hastings-Jay Hogle has secured position with the Boston Store at Cadillac as window trimmer. He expects to go there the first of next month

Sault Ste. Marie-Charles Miner, of St. Ignace, succeeds Albert Roberts as prescription clerk for N. D. Morrish.

Cassopolis-Joe Nysewander, who has been employed in the Nysewander grocery here at various times during the past three years, has embarked in the grocery business for himself at Plainfield, Ind.

Zeeland-Frank Boonstra has secured the services of George Brandt, of Muskegon, to succeed his son, Dirk Boonstra, in the clothing store. Mr. Brandt is an experienced clothier and will have the exclusive management of the business. Mr. Boonstra will practically retire, devoting only a small portion of his time to the business.

Kalamazoo-Chas. Green, formerly with W. R. Cutler, of Ionia, has taken the position of head clerk in the drug store of W. W. Reburn.

If you would succeed in your un-Moved that in the future bonds of dertakings you must assume respon-Secretary and Treasurer be dated sibility. The shirker, the cowardly

Gripsack Brigade.

The farthest point yet reached by the United Commercial Travelers is Vancouver, B. C., where a charter list of fifty travelers await the instituting of a subordinate council. The members of Grand Rapids

Council, No. 131, U. C. T., have decided to give up their club room and hall in the Barnhart building and to lease St. John's hall, third floor of the Herald building, where the regular meetings of the organization will be held hereafter.

Bangor Advance: E. J. Edmonds has secured a position with the New England Confectionery Co., of Boston and travels over the territory of Michigan, Indiana, Illinois, Iowa and Wisconsin. This is a job he has been working for for several years and is one of the best on the road.

Will Jones (Lemon & Wheeler Company), who is temporarily sojourning at Redding, Cali., writes home that California is not in it with Michigan; that the balmy climate of the Coast is not to be compared with the bracing breezes of Michigan and that he will be more than pleased when March I finds him back home, plowing through snow drifts and facing sleet and storm.

Kalkaska Leader: Dorrance L. Goodrich, for some time past head salesman for B. H. Ketzbeck & Son, of this place, has resigned his position to accept a position as traveling salesman for A. E. Brooks & Co., of Grand Rapids. His territory will be between Grand Rapids and Elkhart, Dorrance is a hustler and his Ind. many friends wish him abundant success in his new work.

An Adrian correspondent writes as follows: Charles Johnston, one of the best known commercial travelers in Southern Michigan, is dead at his home in this city. He was stricken with paralysis in October, 1903, and was thought to be slowly improving, but last week suffered another stroke and failed rapidly. When 19 years of age he enlisted in the army and served throughout the Rebellion. A widow and two children survive. He was 61 years old.

The Ancient and Mystic Order of Bagmen of Bagdad, which bears the same relation to the U. C. T. that the Shrine does to Masonry, is developing into an attractive auxiliary to the order. The Bagmen originated some years ago in Cincinnati, but had not been remarkable for its growth until within recent years. The first members to take it up after it was founded were the U. C. T.'s of Waco, Texas, where Admiral Dewey Guild still exists in a flourishing condition. Later Crescent City Guild was instituted at New Orleans and has attained a substantial growth. Within the past year the Order of Bagmen has awakened to renewed life with the starting of Al Mansur Guild in Columbus, Ohio, and the establishment of a very active guild at Green Bay, Wis.

At the last annual meeting of the Supreme Council of United Commercial Travelers, a new office was created, that of Supreme Traveling Representative. The duties assigned to that position are a general supervision

over the ritualistic work of the councils, the instituting of new councils where assistance is required by grand councils having jurisdiction, the visiting of councils needing instruction and encouragement, the instruction of subordinate secretaries in the proper keeping of council records and to assist in the adjustment of indemnity claims where the personal attention of a representative is required by the Indemnity Department-in short, be the loose-footed and available person for all of the order's business which shall require the presence on the ground of a well-informed and qualified person. It will be recognized at once that some discrimination was required to select just the right man for such an important and diverse position. Supreme Counselor S. S. Morse, upon whom devolved the selection, has solved the problem by appointing Charles W. Rice to the position and his appointment has been approved by the Supreme Executive Committee. Charles Wells Rice is a Past Supreme Counselor of the order and has long been prominently identified with the interests of the order, first in St. Paul, where he was one of the U. C. T. pioneers in the now wonderfully developed Northwest. Subsequently he was transferred by his house to New York City and at once connected himself in a prominent way with U. C. T. interests in the East, where he has made his influence felt in the growth and development of the New York State and neighboring jurisdictions. He left the position of salesmanager for Lazelle, Dalley & Co. to accept this position with the order.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Jan. 25-Creamery, fresh, 26@29c; storage, 24@27c; dairy fresh, 16@23c; poor, 12@15c; roll, 18@21c.

Eggs-Candled, fresh, 26@28c; cold storage, 22c; at mark, 20@211/2c.

Live Poultry-Chicks, 12@13c; fowls, 11@12c; turkeys, 17@18c; ducks, 14@15c; geese, 12@121/2c. 18

Dressed Poultry - Turkeys, @21c; chicks, 12@14c; fowls, 11@ 12c; old cox, 9@10c; ducks, 16c; geese, 10@12c.

Beans-Hand picked marrows, new, \$2.60@2.75; mediums, \$1.90; peas \$1.75; red kidney, \$2.50; white kidnev. \$2.75.

Potatoes-Round white, 43@45c; mixed and red, 40@42c.

Rea & Witzig.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequaled in Michigan, its large and beautiful lobby, its ele gant rooms and excellent table com-mends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

> Cor. Fulton and Division Sts. GRAND RAP.DS. MICH.

TRADESMAN MICHIGAN



Michigan Board of Pharmacy. President—Harry Heim, Saginaw. Secretary—Arthur H. Webber, Cadillac. Treasurer—J. D. Muir, Grand Rapids. Sid A. Erwin, Battle Creek. W. E. Collins, Owosso. Meetings for 1905—Grand Rapids, March 21, 22 and 23; Star Is.and, June 26 and and 27; Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Associa-tion.

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

Proper Methods of Filtration and Straining.

From personal observation it would seem that few pharmacists are well, or even properly, equipped with the necessary utensils and materials for performing the simple operation of straining or for filtering liquids with cleanliness and dispatch. No operation is simpler, more often necessary in laboratory manipulations, or oftener neglected or slighted. Perhaps it is because the operation is so simple and common that so little thought is given to it or that no provision is made for doing the work systematically, neatly and quickly.

Filtration, through cotton or pa per, is well understood by all dis-pensers, and few pharmacies lack the necessary equipment of glass funnels for use in filtering prescriptions and galenicals; comment on this point is, therefore, unnecessary,

Quick filtration and straining is less understood, or more neglected, and this should not be so, for there are few liquid mixtures but need straining, either for removing small particles of extraneous matter, making a more sightly mixture, or to aid in the better diffusion of an insoluble ingredient or precipitated matter.

The little hard rubber separable funnel sold by druggists' sundries houses is well nigh indispensable for use at the prescription counter. For straining through muslin there is no other contrivance by which one can strain a small amount of liquid-up to 8 ounces-so quickly and efficiently.

As the muslin is tightly stretched, diaphragm-like between the upper and lower part of the funnel, the meshes of the cloth being held open, there is no more lateral motion than in a sieve cloth; it is, in fact, a miniature sieve, and it is possible to rub a bismuth mixture through it or other insoluble substance suspended in a liquid, or to smooth out a clotty mixture, or break up a recalcitrant precipitate when it is impossible to do so in the mortar.

Small patches of straining cloth of various meshes and textures should patent clothes pins-5 cents a dozen be kept at hand ready to insert in the funnel without having to stop pin.

and cut or tear off a piece from the roll.

It is not alone for the instant of time thus saved, although every second cut out of the dispensing time in prescription compounding counts as a factor in getting and holding prescription trade, but to insure against neglect on the part of the "rushed" or tired dispenser.

The cloth which I have used in most cases is an extra fine close woven variety of cheese cloth retailing at 8 to 10 cents a yard, the ordinary or regular grade being sold at 5 cents. This is used nine out of ten times for small or large strainers. For lemon and orange syrups and other fresh fruit syrups, extracts vanillafrom the bean-and a few other preparations, it is necessary to use the coarser-5-cent grade-cheese cloth. In a few instances silk bolting cloth is used in the separable hard rubber funnel for prescriptions that will not or can not pass through paper and for which the cotton cloths are too coarse or unsuitable.

When bolting cloth is used it is immediately rinsed without removing from the funnel, then taken out, placed on a glass plate and well rinsed again in running water and allowed to dry before it is lifted from the Thus treated, it may be used plate. over and over again for a long time.

With the common cloth the separable funnel is pulled apart as soon as it reaches the sink and the straining cloth dropped in the trash box. The funnel is at once washed and dried, a new strainer, of the cloth most used, is inserted, and a hollowed out cork, made for that purpose, being placed over the point. The funnel, now all complete and ready for instant use, is set in place on a glass shelf, among the dozen or more long pointed glass funnels that are used for filtering prescriptions when cotton or paper is used.

Ready pleated filter papers are at hand for use in these glass funnels; a rubber band snapped around the top of each filter holds the paper in fold, and they occupy a compartment in one of the top drawers of the prescription counter with the other filtering and straining materials used in prescription work.

Good strainer cloth should be very evenly woven from hard twisted yarn, unbleached, non-absorbent, although less oily than ordinary cheese cloth, strong enough to stand the squeezing and twisting that is necesary when expressing liquid from its dregs, and free from lint.

It would be more convenient, and therefore more widely used, if marketed in circles of various diameters. like filter papers, and also in I and 5-yard pieces.

When using a large glass funnel, or any circular vessel, in straining, the cloth should be cut in circular form. The long ends of a square cloth are inconvenient and a frequent source of accident. The cloth is quickly and securely attached to the edge of the vessel with four or more at the nearest grocery store-making a little pleat in the cloth under each

At the hardware dealer's one may find milk can strainers, a tin utensil not unlike the separate funnel, but much larger, about 10 inches across the top and 5 at the bottom, where arrangement is made to clamp a straining cloth by means of a loose ring; cloth may be stretched across top, also, and a fine wire cloth strainer is fixed in the middle of the funnel.

In the line of wire utensils one finds many shapes and all sizes ot wire strainers as useful in the laboratory as in the kitchen; wire cloth strainers form a ready support for a cloth strainer as well as being useful for the purposes for which they are W. A. Dawson. intended.

More than a billion dollars a year is paid for advertising in the United States. This is a sum of money that the mind can not estimate except by comparison. Cent by cent it would require more than a hundred years' time, counting four hours a day, to count it. This billion of dollars comes from the pockets of consumers who use the goods advertised. Yet the merchant who fails to advertise, or the brand of goods that is not presented to the people through advertising mediums, rarely succeeds. The American people are advertisement readers. The surest way to interest them in any new line of goods is through advertising.

A man's soundness does not de-

pend on the amount of sound he makes

The Drug Market.

Opium-Market is very firm and shows a small advance on account of the usual annual reports of frost, etc.

Morphine-Is unchanged.

Quinine-Bark sales at Amsterdam last week were at lower prices. A decline is looked for.

Cantharides, Russian - Continues scarce and high.

Pyrogallic Acid-Has been advanced on account of higher price for nutgalls.

Castor Oil-Has been advanced 4c per gallon by manufacturers.

Menthol-Stocks are heavy and prices weaken daily.

Oil Cloves-Are lower on account of the decline in spice.

Oil Anise-Has declined. Oil Cassia-Is lower.

Gum Shellac--Is in better supply and has declined.



Foley's Honey and Tar The Original and Genuine

LAXATIVE Cough Remedy

Make No Mistake. See that you are buying Foley's Honey and Tar the original, the kind that you know will give satisfaction.

Prepared only by

Foley & Company Chicago, Ill.

WHOLESALE DRUG PRICE CURRENT

Advanced-

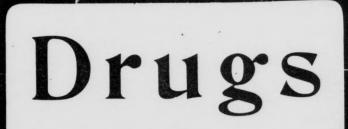
Advanced-			
Acidum			Ev
Aceticum Benzoicum, Ger	6 @ 70 @	8 75 17 29	Er Ga Ge
Carbolicum Citricum Hydrochlor Nitrocum	9 26@ 38@	29 40	Go He
Hydrochlor	30	5 10 12	Ju
Oxalicum	10@	15	Lin Me Me
Phosphorium, dil. Salicylicum Sulphuricum1 Tannicum Tartaricum	42@ 3/4@ 75@	45 5 80	Mo My
Tartaricum Ammonia	38@	40	Oli Pie Pie
Aqua, 18 deg Aqua, 20 deg Carbonas	4@ 6@	6 8	Rie
Carbonas Chloridum Aniline	13@ 12@	15 14	Ro Su Sa
Black2 Brown2	80@1	25 00	Sa Sa
Red2 Yellow2	45@ 50@3	50 00	Sir Tig Th
Baccae Cubebaepo. 20 Juniperus Xanthoxylum	15@ 5@	18	Th Th Th
Xanthoxylum Balsamum	30@	35	
Conaiba	45@ @1	50 50	Bi Bi Br
Peru Terabin, Canada. Tolutan	60@ 35@	65 40	Ca
Cortex Abies, Canadian		18 20	Cy Iod Po
Ables, Canadian Cassiae Cinchona Flava Buonymus atro		18 30	Po
Myrica Cerifera Prunus Virgini Quillaia, gr'd Sassafraspo 25		20 15 12	Pr
Sassafraspo 25 Ulmus		12 24 40	Ac
Extractum	24@	30	Al
Glycyrrhiza Gla Glycyrrhiza, po	280	30	Ar
Haematox, 1s Haematox, ½s	11@ 13@ 14@	12 14 15 17	Ge Gl
Ferru	16@		Hy Hy Hy
Carbonate Precip. Citrate and Quina Citrate Soluble	2	15 00 55	In
Ferrocyanidum S. Solut. Chloride Sulphate, com'l Sulphate, com'l, by		40 15 2	Iri Ja Ma
Sulphate, com'l Sulphate, com'l, by			Po
bbl. per cwt Sulphate, pure Flora		70 7	RI RI RI Sp
Arnica Anthemis Matricaria	15@ 22@ 30@	18 25 35	Se
Folia Barosma Cassia Acutifol,	30@	33	SISI
	15@ 25@	20 30	SV
Tinnevelly Cassia, Acutifol Salvia officinalis, ¹ / ₄ s and ¹ / ₂ s Uva Ursi	18@ 8@	20 10	Va Zi Zi
	@	65	A
Acacia, 1st pkd Acacia, 2nd pkd Acacia, 3rd pkd	699	45 35 28	A
Acacia, sifted sts. Acacia, po Aloe, Barb	45@ 12@	65 14 25	
Aloe, Socotri	00	45	Ca
Ammoniac Asafoetida Benzoinum	55@ 35@ 50@	60 40 55	CI
	BBB	13 14	F
Catechu, 1s Catechu, ½s Catechu, ¼s Camphorae	90@	16 95	
	@ @1 25@1	40 00 35	PIR
Guaiacumpo 35 Kinopo 45c	90	35 45	Si
Galbanum Ganbogepo.1 Guaiacumpo 35 Kinopo 45c Mastic Myrrhpo 50 Opil3	00@3	60 45 10	F
Shellac, bleached	65(0)	60 70	FI JI JI
Tragacanth Herba Absinthium oz pk	70@1	00 25	S
Eupatorium oz pk Lobeliaoz pk		20 25	VVV
Eupatorium oz pk Lobeliaoz pk Majorumoz pk Mentha Pip oz pk Mentha Ver oz pk		28 23 25	F
Rue		39 22	N
Thymus V oz pk Magnesia	55@	25 60	V E
Carbonate, Pat Carbonate K-M.	18@ 18@	20 20	G
Carbonate	18@	20	HY
Absinthium Amygdalae, Dulc. Amygdalae Ama.8	90@5 50@ 00@8	60 25	1
Anisi	2 20@2		AA
Cajiputi	85@3 85@ 90 1	90	Zi Ip F
Caryophilli Cedar Chenopadii	50@	90 50	RS
Cedar Chenopadii Cinnamoni1 Citronella Conium Mac Copaiba1	1 00@1 50@ 80@	10 60 90	n n n
Copaiba1 Cubebae1	15@1	25	P

Evechthitos1	00@1	10	TI
Evechthitos1 Erigeron1 Gaultheria2 Geraniumoz Gossippii Sem gal Hedeoma 1	00@1 40@3	10 60	Aconitum M
Geraniumoz Gossippii Sem gal	50@	75 60 50	Aloes Arlica Aloes & My Asafoetida Attope Bell Auranti Con Benzoin
Hedeoma1 Junipera		50 20 75	Aloes & My
Lavendula Limonis	90@1	75 10	Atrope Bell
Mentha Verid5	00@5	50 50	Benzoin Co
Morrhuae gal1 Myrcia3	00@3	50 50	Barosma
Onve		12	Concioum
Ricina	92@	35 96	Cardamon Castor
Ricina Rosmarini Rosae oz5	00@6	00 00	Cardamon Cardamon Castor Catechu Cinchona Cinchona C
Sabina	90@1	45 00	Cinchona C Columba
Sassafras	90@1	50 00	Columba Cubebae Cassia Acut Cassia Acut
	@ 10@1 40@	65 20 50	Digitalis
Thyme, opt	@1	60 20	Ferri Chlor
Potassium			Gentian
Bi-Carb Bichromate	13@	18 15	Guiaca Guiaca amr
	40@ 12@	45 15	Hyoscyamu Iodine
Chloratepo. Cyanide	12@ 34@	14 38	Iodine Iodine, colo Kino Lobelia Myrrh Nux Vomica Onil
Potassa, Bitart pr	05@3 30@	10 32	Myrrh
Potass Nitras opt	7@	10 8 26	Nux Vomica Opil Opil, camp Opil, deodo
Sulphate po	23@ 15@	18	Opil, deodo Quassia
Aconitum	20@	25	Quassia Rhatany . Khei
Althae	30@ 10@	33 12	Serpentaria
Arum po Calamus		25 40	Stromonium Tolutan
Gentiana po 15 Glychrrhiza py 15	12@ 16@	15 18	Valerian . Veratrum V
Hydrastis, Canada. Hydrastis, Can.po	@2	90 00	Zingiber .
Arum po Calamus Gentiana po 15. Glvchrrhiza pv 15 Hydrastis, Canada. Hydrastis, Canada. Hydrastis, Canada. Hydrastis, Canada. Hydrastis, Canada. Inula, po Inula, po Inula, po Inula, po Jalapa, pr Maranta, ¼s Podophyilum po. Rhei	12@ 18@	15 22	Misc
Ipecac, po2 Iris plox	00@2 35@	10 40	Aether, Sp Aether, Sp Alumen, g Annatto
Jalapa, pr Maranta, ¼s	25@	30 35	Annatto
Rhei	15@ 75@1	18 00	Annatto Antimoni, j Antimoni e Antipyrin . Antifebrin Argenti Ni
Rhei, cut1 Rhei, cut1 Rhei, pv Spigella Sanguinari, po 24 Serpentaria Senega	00@1 75@1 30@	25 00	Antifebrin Argenti Ni
Sanguinari, po 24 Serpentaria	50@	35 22 55	Arsemcum
Senega Smilax, offi's H.	85@ @	55 90 40	Balm Gilea Bismuth S Calcium Cl Calcium Cl Calcium Cl Cantharide Capsici Fr Capsici Fr Capsici Fruc Caronbyllu
Senega Smilax, offi's H. Smilax, M Scillae po 35	@ 10@	25 12	Calcium Cl
Symplocarpus Valeriana Eng Valeriana, Ger	60	25 25	Cantharide Capsici Fr
Valeriana, Ger Zingiber a Zingiber j	15@ 12@ 16@	20 14	Capsici Fr Cap'i Fruc
Zingiber j Semen	16@	20	Carophyllu Carmine, Cera Alba Cera Flava
Anisum po. 20 Apium (gravel's).	130	16 15	Cera Flava
Bird, 1s Carui po 15	4@	6 11	Crocus Cassia Fru Centraria
Cardamon	70@ 12@ 5@	90 14	Cataceum Chloroform Chloro'm,
Cannabis Sativa.	5@ 75@1	7 00	I Chiorai Hy
Cydonium Chenopodium Dipterix Odorate.	25@ 80@1	30 00	Chondrus
Foeniculum Foenugreek, po	7@	18 9	Cinchonid' Cocaine
Lini	4@	6	Corks list
Pharlaris Cana'n	75@ 9@	80 10	Creta. pre
Rapa Sinapis Alba	500	6 9	Creta, Rul
Sinapis Nigra Spiritus	9@	10	Crocus Cudbear Cupri Sulp
Frumenti W D2 Frumenti1	00@2 25@1	50 50	Dextrine Emery, all
Frumenti1 Juniperis Co O T.1 Juniperis Co1	65@2 75@3	00 50	Emery D
	90@2 75@6	10 50 00	Ergota Ether Sull Flake Whi
Vina Alba1	29 (0 2	00	Galla Gambler
Florida Sheeps' w	1	= 0	Gelatin, F
carriage3 Nassau sheeps' w carriage3	00@3		Glassware, Less th
Velvet extra shos	50@3 @2		Glue, broy Glue, whit
Extra yellow snps	@1		Glycerina Grana Par Humulus
Grass sheeps' wl.	@1	25	Hydrarg (
carriage Hard, slate use Yellow Reef, for	@1	00	Hydrarg O
slate use Syrups	@1	40	Hydrarg Hydrarg U Hydrargyr Ichthyobol
Acacia Auranti Cortex	999	50 50	I indigo
Zingiber	@	50 60	Iodine, Re Iodoform
Ferri Iod	000	50 50	Lupulin Lycopodiu Macis
Senega	50@ @	60 50	Liquor A
Scillae Co	999	50 50 50	Hydrarg Liq Potass Magnesia,
Prunus virg	60	50	Magnesia,

ENT	Mannia, S F, 45@ 50 Sapo, M
Nap'sR60Nap'sF5060	Os Sepia 25@ 28 Soda, Boras 9@ Soda, Boras, po. 9@
50 Ayrrh 60 a 50 elladonna 60 ortex 50 Co 60 S0 50	Picis Liq N N ½ gal doz
50 les 75 50 50 75 75 75 75 75 75 75 100	Pulvis Ip'c et Opiil 30@1 50 Spts, Vi R't 5 gal @ Pyrethrum, bxs H & D Co doz @ 75 Suthur Stychnia, Crystall 05@1
50 50 Co 60 50 50 50 50 50 50 50 50 50 50 50 50 50	Quinia, S Ger 25@ 35 Theobromae 45@ Quinia, N. Y. 25@ 35 Vanilla 90@ Rubia Tinctorum 12@ 14 Zinci Sulph 7@
50 oridum. 35 50 Co 50 Co 50 50	Saccharum La's. 22@ 25 salacin
nmon 60 uus 50	[n .
ica 50 75 jophorated 50 lorized 1 50 50 50 ria 50	Dru
ia 50 im 60 50 Veride. 50 20	
scellaneous spts Nit 3f 30@ 35 spts Nit 4f 34@ 38 grd po 7 3@ 4 40@ 50 po 4@ 5 et po T 40@ 50	We are Importers and Job Chemicals and Patent
et po T 40@ 50 	We are dealers in Pain Varnishes.
Chlor $\frac{4}{4}$ s $@$ 12 les, Rus. $@$ 1 75 Fruc's af $@$ 20 Fruc's po $@$ 22 uc's B po $@$ 15	We have a full line of Sta Sundries.
lus 20@ 22 No. 40 @4 25 a 50@ 55 Va 40@ 42 1 75@1 80 ructus @ 35 h @ 35	We are the sole proprietors Michigan Catarrh Reme
m 42@ 52 Squibbs 9 5 Jyd Crst 1 35@1 60 ine 20@ 25 line P-W 38@ 48 l'e Germ 38@ 48	We always have in stock Whiskies, Brandies, Gin
m (0) 45 bl 75 (0) 2 recip (0) 5 recip (0) 11 ubra (0) 8 (1) 75 (1) 8 (0) 24	We give our personal atte
7@ 10 all Nos 0 po	All orders shipped and invo day received. Send a
Cooper @ 66 French 35@ 66 re, fit box 71 chan box 71 own 11 11 ite 15@ 21 a 16@ 20	
aradisi @ 2 	Hazeltine &
yrum @ 77 olla, Am. 90@1 00 Resubi4 35@4 40 	Grand Danida
Arsen et rg Iod . @ 2 rss Arsinit 10@ 1 a, Sulph. 2@ 3 a, Sulph bbl. @ 15	

Lard, extra	70@	80
Lard. No. 1	60@	65
Linseed. pure raw	42@	45
Linseed, boiled	45(0)	46
Neat's-foot. w str	65@	70
Spts. Turpentine.	58@	63
Paints	bbl	L
Red Venetian1	3/4 2	@3
Ochre. vel Mars.1	3/4 2	@4
Ochre, yel Ber1	3/4 2	@3
Putty commer'12	1/ 216	@3

Varnishes No 1 Turp Coach 1 10@1 20 Extra Turp1 60@1 70 Coach Body2 75@3 00 No 1 Turp Furn1 00@1 10 Extra T Damar.1 55@1 60 Jap Dryer No 1 T 70@ 8 gal 70



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Perkins Co. Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are lia-60 ble to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

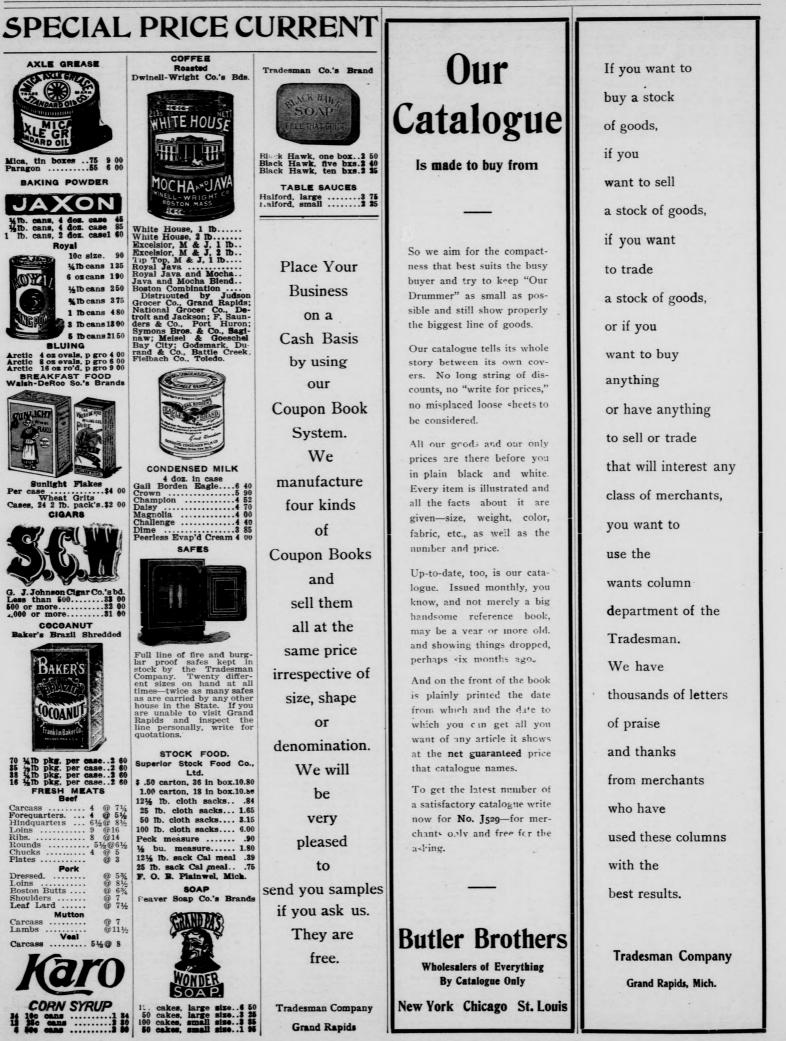
ADVANCED		DECLINED
ndex to Markets	I	2
By Columns	AXLE GREASE	Plums 85
Col	Aurora	Pineapple
•	Diamond50 4 25 Frazer's75 9 00	Sliced 1 35@2 55
Axle Grease 1	Diamond	Fair 70 Good 70 Fancy 100 Gallon 200 Raspberries 200 Standard 0 Russian Cavier 375
•		Gallon @2 00
Bath Brick 1 Brooms 1 Brushes 1	1b. can, per doz 9 21b. can, per doz 14 S1b. can, per doz 18 BATH BRICK	Standard @ Bussian Cavier
Brushes 1 Butter Color 1	BATH BRICK American 7 English 8 BROOMS 7 No. 1 Carpet 2 No. 2 Carpet 2 No. 3 Carpet 1 Parlor Gem 2 Yarlor Gem 2 Yarey Whisk 8 Fancy Whisk 2 BRUSHES 8 Scrub 5	14 tb. cans 3 75 14 tb. cans 7 00 11b cans 12 00 Salmon 21 7
Confections 11	BROOMS No. 1 Carpet2 7	Salmon
Candles 1 Canned Goods 1 Carbon Oils 2	No. 2 Carpet2 3 No. 3 Carpet2 1	Salmon Col'a River, talls @1 75 Col'a River, falts.1 85@1 90 Red Alaska 35@1 45 Fink Alaska @ 95 Sardines
Carbon Oils 2	No. 4 Carpet	Fink Alaska 1 35@1 45 Fink Alaska @ 95 Sardines
Catsup	Fancy Whisk1 2	Domestic, 1/4s 31/2 @ 33/4
Cheeolate	BRUSHES Scrub	Domestic, Must'd 6 @ 9 California 1/8 11@14
Clothes Lines 2 Cocos	Solid Back, 8 in 7 Solid Back, 11 in 9 Pointed ends 8	Sardines Sardines Domestic, ¼s 3¼@ 3¾ Domestic, ¼s 5 Domestic, ¼s 5 Domestic, ¼s 11@14 California, ¼s 11@14 California, ¼s 17 French, ¼s 7 @14 French, ¼s 18 @28 Shr mps Shr mps
Cocoa	Pointed ends 8 Stove	French, ½s18 @28 Shrimps
Crackers	Pointed ends 8 Stove Stove No. 3 7 No. 2 11 No. 1 17 No. 8 10 No. 7 13 No. 4 17 No. 3 19 BUTTER COLOR	5 Standard 1 20@1 40 Succotash
D Dried Fruits 4	No. 1	Fair 95 Good 110 Fancy 125@140 Strawberries 100 Standard 110
	No. 81 0 No. 71 3	Strawberries
Farinaceous Goods 4 Fish and Oysters 10 Fishing Tackle 4 Flavoring extracts 5 Fly Paper 5 Fresh Meats 5 Fruits 11	No. 3	5 Standard 1 10 6 Standard 1 40 7 Tomatoes 1 40 5 Fair 0 80 6 God 0 85 Farcy 1 156 145 6 Gallons 2 50 2
Fishing Tackle 4 Flavoring extracts 5	W., R. & Co's, 15c size.1 2	5 Fair @ 80
Fly Paper	CANLLES Electric Light, 16s10	Fancy
Fruits 11 G	Electric Light, 16s 10 Paraffire 6s 9	CARBON OILS
Geletine	Paraffine, 6s 9 Paraffine, 12s 9 Wicking	Perfection @11 Water White @101%
Grain Bags 5 Grains and Flour 5		D. S. Gasoline . @13 Deodor'd Nap'a @11's
H Earther E	Apples 3 lb. Standards 75@ 8 Gals. Standards .1 90@2 0	Barrels Perfection @11 Water White @104 D. S. Gasoline @113 Deodor'd Nap'a @117 Orghinder
Herbs 5 Hides and Pelts 10	Standards	5 Black, winter 9 @10% CATSUP
Indigo 5	Baked 80@1 3	0 Columbia, 25 pts4 50 5 Columbia, 25 ½ pts2 60 5 Snider's quarts3 25 5 Snider's quarts3 2
3	String	5 Snider's quarts3 2 Snider's pints2 2 Snider's ½ pints1 30
Jelly I	Beans 80@1 Baked 80@1 Red Kidney 85@ String 70@1 Wax 75@1 Blueberries 81 Standard @1	Snider's ½ pints1 30 CHEESE
Licorice	Standard @ 1 4 Brook Trout Gallon @ 5 7 21b. cans, s.piced 1 9 Clams	Acme @14 5 Carson City @14 Peerless @14 1512
M	21b. cans, s.piced 1 S Clams	0 Peerless @14 Elsie @151/ 5 Emblom @14
M Meat Extracts 5 Molasses 6 Mustard 6 N Nuts	Little Neck, 11b. 1 00@1 Little Neck, 21b @1	5 Emblem @14 6 Gem @14
Mustard 6	Clam Boullion Burnham's ½ pt1	ideal @1314 Jersey @14
Nuts 11	Burnham's, pts	39 Bersey 011 41 Warner's 714 420 Warner's 714 50 Brick 014 50 Leiden 090 1 Leiden 014
0 Nives A	D. J Chandandy 1 20/21	Brick
P	Corn	
Pipes	Fair	00 Sap Sago @20 25 Swiss, domestic . @141
Playing Cards 6 Potash	French Peas Sur Extra Fine	Swiss, domestic . @141 Swiss, imported . @20
Provisions 6	Extra Fine Fine	Swiss, imported . @20 CHEWING GUM Barerican Flag Spruce. 5 Black Jack
Rice	Gooseperries	Black Jack 5 Largest Gum Made 6
Salad Dressing ?	Hominy	Sen Sen Breath Perf.1 0
Saleratus	Lobster 2	Sugar Loaf 5 Yucatan
Salt Fish	Good 1 Fancy 1 French Peas Sur Extra Fine Extra Fine Fine Gooseperries Standard Hominy Standard Lobster Star, 3/1b 2 Star, 11b 3 Picnie Talls 2 Mackerel Mackerel	15 75 60 Red
Shoe Blacking	Mackerel Mustard, 11b1	80 Eagle
Soap	Mustard, 21b2 Soused, 141	80 Franck's 80 Schener's 80 CHOCOLATE
Saleratus Saleratus Saleratus Salt Salt Salt Salt Seds Seds Shoe Blacking Buuff Soap Soda Spices Spices Sugar Syrups	Picnic Talls	S0 CHOCOLATE Walter Baker & Co.'s Walter Baker & Co.'s S0 German Sweet Premium Vanilla 20 Caracas
Sugar	Hotels 150	20 Vanilla
Tee	Buttons 22@	25 Caracas Eagle 90 CLOTHES LINES
Tebacco	Coe, 11b @	90 CLOTHES LINES 70 Sisal
V	Cove, 11b. Oval @1 Peaches	00 72ft. 3 thread, extra1
Winegar	Pie 1 10@1 Yellow 1 65@2	70 60ft. 3 thread, extra1 72ft. 3 thread, extra1 15 90ft. 3 thread, extra1 60ft. 6 thread, extra1 72ft. 6 thread, extra1
Washing Powder	Tomato. 2tb. 2 Mushrooms 15 m Hotels 15 m Buttons 22 m Ooysters 0 Cove, 2tb. m1 Cove, 2tb. m1 Peaches 10 m1 Pie 10 m1 Yellow 165 m2 Standard 100 m1 Fancy 22 Marrowfat 90 m1 Barly June 90 m1	ST. 6 Jute 00ft. Jute 00 50ft. 1 00 120ft. 1 60 5 60ft. 1 60 1 60 5 50ft. 1
Woodenware	Peas @2	72ft
Y	Early June 90@1	69 120ft

	3	4
	60ft	Lemon Biscuit S Lemon Wafer Lemon Snaps Lemon Gems Marshmallow
	Cotton Windsor 50ft	Lemon Snaps Lemon Gems
	Soft. 1 30 60ft. 1 44 70ft. 1 80 80ft. 2 00 Cotton Braided 95	Marshmallow Marshmallow Cre Marshmallow Wa
	40ft	
	60ft 1 65 Galvanized Wire No. 20 each 100ft, long1 90	Malaga Malaga Mich Coco Fs'd h Milk Biscuit Mich. Frosted H Mixed Picnic Molasses Cakes. S Moss Jelly Ear Muskegon Branch Newton
	No. 20, each 100ft. long1 90 No. 19, each 100ft. long2 10 COCOA	Mixed Picnic Molasses Cakes, S
	Baker's 35 Cleveland 41 Colonial, ½s 35 Colonial, ½s 33	Moss Jelly Ear Muskegon Branch Newton
		Newton Oatmeal Crackers Orange Slice
	Huyler	Penny Assorted Pilot Bread
	Epps 12 Huyler 45 Van Houten, 148 12 Van Houten, 148 20 Van Houten, 148 70 Van Houten, 18 72 Webb 28	Orange Gem Orange Gem Penny Assorted Pilot Bread Pineapple Honey Ping Pong Pretzels, hand m Protzelottes hand
	Wilbur, ½s 41 Wilbur, ¼s 42 COCOANUT	Pretzelettes, mah
	Dunham's ½s 26 Dunham's ½s & 145 264	Revere Rube Sears Scotch Cookies Spiced Sugar Te Sugar Cakes Sultanas Spiced Gingers
	Dunham's ½s 26 Dunham's ½s & ¼s 26½ Dunham's ¼s 27 Dunham's ¼s 28 Bulk 13	Spiced Sugar To Sugar Cakes. sca
		Sugar Squares Sultanas
1	20tb. bags	Urchins
	COFFEE	Vienna Crimp Vanilla Wafer Vanzibar
	Common12 Fair	CREAM TA
	Common Hi0 12 Fair 13 13 Choice 15 15 Fancy 18 18 Common 12½ 13 Common 134 134	Boxes Square cans Fancy caddies . DRIED FR
	Fair	Apples
	Peaberry	Sundried Evaporated California P
)	Maracalbo Fair	100-125 251b boxe 90-100 251b boxe 80- 90 251b boxe
))	Fancy	100-123 251b boxe 90-100 251b boxe 80-90 251b boxe 70-80 251b boxe 60-70 251b boxe 50-60 251b boxe 40-50 251b boxe 30-40 251b boxe 160-40 251b boxe
);	Choice	50- 60 251b box 40- 50 251b box 30- 40 251b box
0	African	Citron
000	Mocha	Corsican Currant
	Arabian	Imp'd. 11b pkg Imported bulk Peel
2		Lemon America Orange America Raising
2/2	Jersey	London Layers, London Layers 4 Cluster 5 crown
4	McLaughlin's XXXX sold to retailers only. Mail all	Loose Muscatels, Loose Muscatels
005	McLaughlin & Co., Chi- cago.	Loose Muscatels, Loose Muscatels Loose Muscatels L. M. Seeded, 1 L. M. Seeded, 3 Sultanas, bulk.
500		Sultanas, bulk . Sultanas, packag FARINACEOUS
	Extract Holland, ½ gro boxes. 95 Felix, ½ gross 15 Hummel's foil, ½ gro. 85 Hummel's tin. ½ gro.1 43 CRACKERS National Biscuit Company's Prands	Beans Dried Lima
1/2	CRACKERS National Biscuit Company's	Dried Lima Med. Hd. Pk'd. Brown Holland Farina
12	Diandas	Bulk, per 100 Ibs
	Seymour Butters 6½ N Y Butters 6½ Salted Butters 6½ Family Butters 6½ Soda N B C Soads 6½	Flake, 501b sac Pearl, 2001b. sac
12	Family Butters 6½ Soda N B C Soads 6½	Homin Flake, 50lb sac Pearl, 200lb. sac Pearl, 100lb. sac Maccaroni and Domestic, 10lb Imported, 25lb Pearl Ba Common
1/2	Salatoga Flanch	
L.	Bound Oysters 61/2 Square Oysters 61/2 Faust 71/2 Argo 71/2 Extra Farina 71/2	Common Chester Empire Peas
5	Faust	Green, Wisconsi Green, Scotch, b
5 5 5	Sweet Goods Animals	Rolled C
505	Sweet Goods Animals 10 Assorted Cake 11 Bagley Gems 9 Belle Rose 9 Bent's Water 17 Butter Thin 13 5 Chocolate Drops 11 4 Cocoanut Taffy 12 7 Coffee Cake, N. B. C. 10 6 6 Coffee Cake, Iced 10 6 Cracknels 13	Kolled Avenna, Steel Cut, 100lb Monarch, bbl Monarch, 100lb Quaker, cases . Sago
5	5 Bent's Water17 Butter Thin13	ougo
	7 Coco Bar	East India German. sacks German, broke
	7 Coffee Cake, N. B. C. 10 6 Coffee Cake, Iced10 Coccentut Macaroons18	German, broke Tapio Flake, 110lb. sa Pearl, 130lb. sa Pearl, 24 1lb. pl
2	Cracknels	Pearl, 24 11b. pl Whea
4 33	Chocolate Dainty17 Cartwheels	Cracked, bulk . 24 21b package FISHING T
51	 Fluted Cocoanut11 Frosted Creams9 Ginger Gems 9 	¹ / ₂ to 1 in 1 ¹ / ₄ to 2 in
04	6 Ginger Snaps, N B C 74 Grandma Sandwich11 Graham Crackers 9	24 21b package FISHING T ½ to 1 in 1½ to 2 in 1½ to 2 in 2 in 3 in
	 Graham Crackers 9 Honey Fingers, Iced .12 Honey Jumbles12 	Cotton I
	College Cate, Recaroons18 Cacknels	Cotton I No. 1, 10 feet No. 2, 15 feet No. 3, 15 feet No. 4, 15 feet No. 5, 15 feet No. 6, 15 feet No. 7, 15 feet
1	Treed Honey Cramper 12 Imperials 9 Joing Fingers 9 Jarsey Lunch 8 Lady Fingers, hand md 25	No. 5, 15 feet No. 6, 15 feet
	10 Lady Fingers, hand md 25	No. 7, 15 feet

4	6
Biscuit Square 9	No. 8, 15 feet 18
Biscuit Square 9 Wafer	No. 9, 15 feet 20
I Gems 10 Yen 11 mallow 16 mallow 17 mallow 17 Mann 9 11 17	Small 20 Medium 26
mallow Cream Walnut 17	
Ann	Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 16 ft., per doz. 80 FLAVORING EXTRACTS Foote & Jenks Coleman's Van. I.em. 20z. Panel 1 20 75 30z. Taper 2 00 1 50 No. 4 Rich. Blake.2 00 1 50 Jennings
Ann	FLAVORING EXTRACTS
Frosted Honey.12 Picnic	Coleman's Van. Lem. 20z Panel 1 20 75
Picnic	3oz. Taper 2 00 1 50 No. 4 Rich. Blake.2 00 1 50
gon Branch, Iced11 n12	Jennings Terpeneless Lemon
gen Branch, Icedii n	Jennings Terpeneless Lemon No. 2 D. C. per doz 75 No. 4 D. C. per doz 150 No. 6 D C. per doz 150 Mexican Vanilla No. 2 D. C. per doz 120 No. 4 D. C. per doz 200 No. 6 D. C. per doz 200 No. 6 D. C. per doz 200 GELATINE Knox's Snarkling, doz.1 20
Assorted Cakes 9	Taper D. C. per doz2 00 Taper D. C. per doz1 50
pple Honey15 Pong 9	No. 2 D. C. per doz1 20 No. 4 D. C. per doz2 00
els, hand made	No. 6 D. C. per doz3 00 Paper D. C. per doz2 00
elettes, mch. m'd 7½	GELATINE Knox's Sparkling, doz.1 20
Sears	GELATINE Knox's Sparkling, doz.1 20 Knox's Sparkling, gro14 00 Knox's Acidu'd. doz.1 20 Knox's Acidu'd, gro 14 00 Oxford 75
l Sugar Tops 9	Knox's Acidu'd, gro 14 00 Oxford
Squares 9	Nelson's
1 Gingers 9	Cox's 1 qt. size1 10 GRAIN BAGS
a Crimp 9 a Wafer16	Amoskeag, 100 in bale19 Amoskeag, less than bl 19½
rly	GRAINS AND FLOUR Wheat
dettes, mch. m'd 7 ^{1/2} 9 Sears 9 1 Gookies 10 irops 16 1 Sugar Tops 9 Cakes scalloped 9 9 Squares 9 na Crimp 10 a Crimp 9 a Wafer 16 rly 10 bar 20	Old Wheat No. 1 White1 16
e cans	Knox's Acidu'd, gro 14 00 Oxford
DRIED FRUITS	Winter Wheat Flour Local Brands Patents
ied	Straight
California Prunes	Clear
0 251b boxes @ 3½ 0 251b boxes @ 4	Buckwheat
0 251b boxes 41/2 0 251b boxes 51/2	Subject to usual cash dis- count.
0 251b boxes @ 6 0 251b boxes @ 7	Flour in barrels, 25c per barrel additional.
DRIED FRUITS Apples ied	Quaker, paper
Citron an @15	Spring Wheat Flour Pillsbury's Best, 1/486 50
Currants 1. 11b pkg @ 714	Pillsbury's Best, 14s6 40 Pillsbury's Best, 14s6 30
rted hulk	harrel additional. Worden Grocer Co.'s Brand Quaker, paper
n American12 ge American12	Brand Wingold, ½\$ 6 Wingold, ½\$ 6 Judson Grocer Co.'s Brand Ceresota, ½\$ 6 Ceresota, ½\$ 6 Worden Grocer Co.'s Brand Laurel, ½\$ 6 Worden Grocer Co.'s Brand Laurel, ½\$ 6 Meal 6
on Layers, 3 cr 1 50	Judson Grocer Co.'s Brand
er 5 crown 2 60 Muscatels, 2 cr. 5	Ceresota, $\frac{1}{4}$ s
Muscatels, 3 cr6 Muscatels, 4 cr6½	Worden Grocer Co.'s Brand Laurel, 1/8s, cloth6 70
Seeded, 1 lb.6½@7½ Seeded, ¾ lb 5 @6	Laurel, ¼s, cloth6 60 Laurel, ½s & ¼s paper6 50
nas, package . @8½	Meal
Peel m American12 g American12 Raisins on Layers 4 cr 1 95 on Layers 4 cr 1 95 e Muscatels, 3 cr. 6 Muscatels, 4 cr 6½ Seeded, 1 lb.6½@74 Seeded, 4 lb 5 @6 nas, package@8½ RINACEOUS GOODS Beans Lima	Bolted
Hd. Pk'd1 75@1 85	St. Car Feed screened 19 00
Farina b. packages1 75	Corn, cracked
per 100 fbs3 00 Hominy	Oil Meal
e, 501b sack 1 00 1, 2001b. sack 3 70 1 1001b sack 3 85	Winter wheat mid'ngs21 00 Cow Feed20 50
n Holland	Con lota 34
Pearl Barley	Corn Corn Corn 47 Hay Hay lots 10 50
Pearl Barley 2 25 non.	No. 1 timothy car lots 10 50
Peas Wisconsin by 1 25	No. 1 timothy ton lots 12 50 HERBS Sage
Peas n, Wisconsin, bu1 25 n, Scotch, bu1 35 TD.	Hops 15 Laurel Leaves 15
n, Scotch, bu1 35 , ID	i Sage
Carch, 1001b. sacks2 00 arch, bbl	Madras, 510 boxes 55 S. F., 2, 3, 510 boxes . 65
arch, 1001b sacks .1 70 ker, cases3 10	5th pails, per doz1 70
India	301b pails 65 LICORICE
nan, broken pkg. 4 Tapioca	Pure 30
e, 1101b. sacks 31/ 1, 1301b. sacks 3	Sicily 14 Root 11
India 3% nan. sacks 3% nan. broken 3% Taploca 4 Taploca 3% 1, 130lb. sacks 3% 1, 24 1lb. pkgs 5 Wheat 3% ked, bulk 34	Condensed, 2 doz1 60
The packages2 5	
to 2 in	6 Armour's, 2 oz4 45 7 Armour's 4 oz8 20
to 2 in 1	9 Liebig's, Chicago, 2 oz.2 75 1 Liebig's, Chicago, 4 oz.5 50
Wheat 34 by back 34 ib packages 25 FISHING TACKLE 1 to 2 in 1 to 3 1 to 3 1 to 3 1	5 Liebig's, Imported, 2 02.4 55 1. Liebig's, Imported, 4 02.8 50 MOLASSES
Cotton Lines 1, 10 feet	MEAT EXTRACTS Armour's, 2 oz
Cotton Lines 1, 10 feet 2, 15 feet 3, 15 feet 4, 15 feet 5, 15 feet 6, 15 feet 7, 15 feet	7 Choice 35 9 Fair 26 10 Good 22 11 Half barrels 2c extra. 22 12 MiNCE MEAT 15 15 Columbia, per case .2
4, 15 feet	Half barrels 2c extra.
7, 15 feet	15 Columbia, per case2 75

Rice@24Palm Olive, toilet 400Pingsuey, finendin 400Pingsuey, choice 30Round head, cartons 75Calfskins, green No. 1 20%Cocoanuts 44Cocoanuts 44Fair Japan @34Palm Olive, bath 11 00Pingsuey, fancy 40Pingsuey, fancy 40Fingsuey, fancy 40Fingsuey, fancy 40Fingsuey, fancy 40Calfskins, green No. 1 20%Calfskins, green No. 1 20%State, per buImported Japan @442S. Kirk & Co.No. 1, complete 30No. 1, complete 32Calfskins, cured No. 2 10%State, per buShelledFancy La, hd @542Dusky Diamond, 50 802 2 80Formosa, fancy 47OolongCork lined, 9 in 75Cork lined, 9 in 75Shearlings 250 80Shearlings 250 80Shearlings 250 80SALAD DRESSINGDRESSINGDusky Dird, 100 602 380Amoy, medium 25Cork lined, 10 in 85Shearlings 250 80Alicante Almonds @33	MUSTARD Horse Radish, 1 dz1 75 J Horse Radish, 2 dz3 50 J	7				
	Horse Radish, 1 dz1 75 Horse Radish, 2 dz3 50		8	9	10	11
Columbia, 1 pint4 00 White Russian	Bulk, 1 gal, kegs, 1.00 Bulk, 2 gal, kegs, 95 Bulk, 5 gal, kegs, 95 Gueen, 19 oz, 4 50 Queen, 19 oz, 4 50 Queen, 19 oz, 4 50 Queen, 19 oz, 4 50 Stuffed, 8 oz, 90 Stuffed, 8 oz, 90 Stuffed, 8 oz, 2 30 PICKLES Medium Barrels, 1,200 count .5 DHalf bbls, 600 count, 50 Half bbls, 600 count, 55 PLAYING CARDS No, 90 Steamboat, 55 No, 15, Rival, assorted 1 20 No, 20, Rover enameled 160 No, 572, Special, 175 No, 90 Steamboat, 200 No, 602 Tourn't whist 2 25 POTASH 48 cans in case Babbitt's, 4 00 Penna Salt Co's, 4 00 Back fat, 14 50 Clear Family, 13 50 Barrels Pork Mess, 13 00 Brisket, 14 50 Clear Family, 13 50 Bartels, 4 00 Back fat, 14 50 Clear Family, 13 50 Bartels, 4 00 Back fat, 14 50 Clear Family, 13 50 Bartels, 4 00 Barts Cut, 13 50 Bartel, 13 50 Bartel, 14 50 Clear Family, 12 50 Sonoked Meats Hams, 12 50. average 10 Hams, 16 50. average 10 Hams, 16 50. average 10 Sonoked Meats, 10 Hams, 16 50. average 10 Bablet, 77 There, 10 Sold, 40 1/2 S, 77 There, 10 Sold, 40 1/2 S, 77 There, 10 Sold, 41 Mam, 10 Hams, 16 50. Sold, 10 Hams, 10 Ham, 10 Hams, 10 Ham, 10 Hams,	Dwight's Cow	Marseilles White soap.4 00 Snow Boy Wash $Pwr 4$ 00 Proctor & Gamble Co. Lenox	Fine Cut 54 Sweet Loma 34 Hiawatha, Jötb pails 54 Hiawatha, Jötb pails 54 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Red Cross 31 Palo 35 Kylo 35 Hiawatha 41 Battle Ax 37 Spear Head, 7 oz. 47 Spear Head, 14% oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Cadillac 40 Cadillac 25 Forge 34 Fila Car 32 God In Bock 40 Cadillac <td>Pails 2-hoop Standard 160 2-wire, Cable 170 2-wire, Cable 190 2-wire, Cable 190 2-wire, Cable 190 Cedar, all red, brass 125 Paper, Eureka 225 Fibre 270 Hardwood 250 Softwood 250 Mouse, wood, 2 holes 22 Mouse, wood, 2 holes 42 Mouse, wood, 4 holes 70 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 60 Rat, wood 80 Rat, spring 75 00-in, Cable, No. 1. 7 50 Sin, Cable, No. 2. 6 50 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Bronze Globe 2 50 Single Acme 2 25 Double Acme 2 75 Double Duplex 3 00 Good Luck 2 75 Double Duplex 3 00 Good Luck 2 75 Double D</td> <td>CONFECTIONS Stick Candy Standard Palls Standard T. Wist S Cut Loaf 7½ Standard T. Wist S Cut Loaf 7½ Standard T. Wist S Standard T. Wist S Standard T. Wist S Standard T. H. 9 Boston Cream 10 Olde Time Sugar stick 30th Case Star 12 Mixed Candy Grocers Grocers 6 Special 7½ Conserve 7½ Conserve 7½ Star 11 Brocken 3% Star 11 Star <</td>	Pails 2-hoop Standard 160 2-wire, Cable 170 2-wire, Cable 190 2-wire, Cable 190 2-wire, Cable 190 Cedar, all red, brass 125 Paper, Eureka 225 Fibre 270 Hardwood 250 Softwood 250 Mouse, wood, 2 holes 22 Mouse, wood, 2 holes 42 Mouse, wood, 4 holes 70 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 60 Rat, wood 80 Rat, spring 75 00-in, Cable, No. 1. 7 50 Sin, Cable, No. 2. 6 50 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Bronze Globe 2 50 Single Acme 2 25 Double Acme 2 75 Double Duplex 3 00 Good Luck 2 75 Double Duplex 3 00 Good Luck 2 75 Double D	CONFECTIONS Stick Candy Standard Palls Standard T. Wist S Cut Loaf 7½ Standard T. Wist S Cut Loaf 7½ Standard T. Wist S Standard T. Wist S Standard T. Wist S Standard T. H. 9 Boston Cream 10 Olde Time Sugar stick 30th Case Star 12 Mixed Candy Grocers Grocers 6 Special 7½ Conserve 7½ Conserve 7½ Star 11 Brocken 3% Star 11 Star <

45



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.

For Sale—Groceries and notions, about \$1,200—cash business last year \$8,000. 100 cents on the dollar takes it, \$1,300 rent, living rooms and store. Good farm-ing town, suitable for any line. Address No. 188, care Michigan Tradesman. 188

For Sale—General store, hardware and tinshop; good chance. Blacksmith shop and tools; last owner got rich. 200 teams daily in town. 280 farm, fine barns. 55x116 and 43x106. Two houses. Other business takes my time. Terms, Ad-dress Z. H. Osmun, Nunda, Ill. 189 Ear Sola For, Coch. One of the Snort

 aress z. H. Osmun, Nunda, Ill.
 189

 For Sale For Cash—One of the finest, most complete up-to-date drug stores in Northern Michigan. Established for years. Annual sales \$11,000 to \$12,000. Inventory \$6,000. Fine resort town. Good farming courtry. Proprietor not a drug-gist. An opportunity that will stand in-vestigation. Address No. 187, care Michi-gan Tradesman.

 Bar
 187

For Sale—Full stock of groceries an fixtures in Northeastern Michigan, thriv ing town of 3,000 population. Reason other business. Address No. 185, car Michigan Tradesman. 185 and

For Sale-General stock, invoicing \$2,500 to \$3,000, located in the best of farming country. A snap for a person wishing a good location. Good reasons for selling. Address No. 184, care Michi-gan Tradesman. 184

For Sale-\$2,500 stock of general mer-chandise. Fine brick store. Best produce point on M. C. R. R. Postoffice pays store and house rent. Reason, other busi-ness. Address No. 180, care Michigan Tradesman. 180

For Sale—A clean general stock of dry goods, shoes, groceries and provisions. Invoice about \$1,800. Railroad town. Population 250. Good farming country. Rent reasonable. Do a cash business. Good reasons for selling. Will sell for cash only. Apply for information. Ad-dress "Bon Marche," care Michigan Tradesman. 181 agan 181 dress "Bor. Tradesman.

t. ie—A splendid telephone ex Kansas. 306 phones. Makin f. A. McLean, Carthage, Mo 178 For Sale change in H money. J. Mo.

148 I have \$4,000 cash to buy the best stock of general merchandise in a town of four to eight hundred inhabitants. Stock must be in first-class running order and sold at a discount. Address No. 179, care Michigan Tradesman. 179 For Sale-Furniture store, clearing over \$125 monthly, in growing manufacturing town of 800 with good tributary territory, Central Michigan. No competition. Part time given if desired. Owners leaving State. Address No. 159, care Trades-man. 159

man. 159 Wanted—Farm tools, live stock, mer-chandise or income property in exchange for good Iowa farm. Describe in first letter. Address Hawkeye Land Co., In-dependence, Iowa. 158 For Sale—Clean, up-to-date stock gen-eral merchandise, invoicing \$9,000; yearly sales \$35,000. Strictly cash. Old stand, lively Michigan town. Snap. Investigate. Address No. 157, care Michigan Trades-man. 157 157

man. 157 For Sale—Bakery, restaurant, con-fectionery with soda fountain. Only bakery in good town of 1,500. Fine lo-cation. Lump or invoice. Address Cres-cent Restaurant, Walkerton, Ind. 156 con-Only o locent Restaurant, Walkerton, Ind. 156 For Sale—The best bakery business in the city of Little Rock; satisfactory rea-sons for selling; also fine zinc and timber lands in Arkansas. Apply to T. H. Jones Co., Little Rock, Ark. 162 For Sale—Stock of clothing, shoes and men's furnishings in Clare, Mich. Best location in town of 1,300. New stock. Write for particulars. Wilson & Suther-land, Clare, Mich. 174 For Sale—Bakery and candy kitchen. Write for particulars. Wilson & Suther land, Clare, Mich. 174 For Sale-Bakery and candy kitchen. No. 5 Black Diamond oven, hot water tank and prover attached. Soda fountain, gasoline engine. All ice cream and candy tools. Good reason for selling. Address No. 175, care Michigan Tradesman. 175 For Sale-Stock of groceries, crockery and shoes in good town of 1,400 inhabit-ants. Two good factories. Stock all new, invoicing between \$4,000 and \$5,000. Can reduce stock to suit purchaser. Ad-dress No. 163, care Michigan Tradesman. 163 For Sala-Beet country drug store in

For Sale—Best country drug store in Laurange Co., Ind. Address L. E. Krueger, So. Milford, Ind. 166 Krueger, So. Milford, Ind. 166 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

For Sale-Stock of shoes, all new good in one of the best locations in Travers City, Rent reasonable. Inventory \$3,50 Address No. 152, care Michigan Trades 152

man. 192 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 com-petition is Chicago. Four states to work from this point. I have just the building for the business with 130 feet of track-age. You'll find this worth investigat-ing. Address A. J. Cole, Waterloo, Ia. 123

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 Sale—A stock of groceries and fix-tures. All cash trade, not a cent sold on time. Corner store, manufacturing and river town. Acason for selling, death in family. Address R. Sabel, corner Eu-reka and Biddle, Wyandotte, Mich. 116

Cash for your stock—Or we will close out for you at your own place of busi-ness, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 5/7 West Forest Ave., Detroit, Mich 2

A \$3,800 stock of good staple drugs in a good Michigan town, well located, for \$3,000. Must be sold before Feb. 1. Terms easy. Address Drugs, care Mich-igan Tradesman. 140

Wanted-To buy clean stock general merchandise. Give full particulars. Ad-dress No. 999, care Michigan Tradesman.

For Sale—A new stock of clothing, dry goods, cloaks and millinery at Reed City, Mich. Stock about \$\$,000 and can be re-duced to suit purchaser. Store best lo-cation in city. Do \$28,000 yearly; \$10,000 in cloak department. Established 32 cation in city. Do \$28,000 yearly; \$10,000 in cloak department. Established 32 years. Sold out, put in new stock six years ago. Reason for selling, cannot attend to two stores. No trades. M. I. Jacobson, Jackson, Mich. 169

For Sale—A clean stock of clothing and gents' furnishings. Good farm house and brick store. Stock will invoice about \$5,000. House and store, \$4,000. Must be cash. Address No. 170, care Michigan Durderman Tradesman.

For Sale—Stock of merchandise, con-sisting of dry goods, groceries, shoes, gents' furnishings, in a thriving town surrounded by a rich farming country. Doing good business. Rent cheap. A money maker for someone. This will stand investigation. Good reason for selling. Address Z, care Tradesman. 171 Seller of businesses and for further

Sellers of businesses send for further particulars to E. J. Darling, Business Transfer Specialist, Cadillac, Mich., Room 24, Webber-McMullen Block. 121 Transfer Specialist, Cadillac, MICh., Room 24, Webber-McMullen Block. 121 For Sale-160 acres of cut over lands on Section 20, Sheridan Township, Me-costa County, Will take \$5 per acre in cash. Address G. A. Rumsey, Slocum, Muskegon County, Mich. 142 For Sale-The Spring Bluff Resort on the St. Joe River, including the large island. This property is a bargain for someone. For prices and terms write Schulz & Pixley. St. Joseph. Mich. 155 For Sale-Hotel nicely located. Well furnished and doing nice business. En-quire of Lemuel Webster, St. Johns, Mich. 134

quire Mich. 134

Oceana is the most productive county in Michigan or in any other State; fruit, vegetables, grain, clover, alfalfa, stock, poultry, bees and fine climate; send postal for circulars and list of farms. J. D. S. Hanson, Hart, Mich. 154

Hanson, Hart, Mich. 154 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 \$\$,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 Michi-gan Tradesman. 69

Wanted to buy for cash, good stock general merchandise. Particulars in re-ply. Address No. 999, care Michigan Tradesman. 999

For Sale For Cash Only-Stock of gen-eral merchandise with fixtures. Estab-lished ten years. Good country trade. Don' write unless you mean business. C. F Hosmer, Mattawan, Mich. 959 in

fosmer, Mattawan, Mich. 509 For Sale—Good paying drug store frand Rapids, centrally located. In oice \$3,500. Good location for anyou vishing to buy drug store. Address N 43, care Michigan Tradesman. 143 Grand In anvon

 143. care Michigan Tradesman.
 143

 For Sale—General stock, invoices about

 \$2,200.
 Cash business, \$40 per day. A

 bonanza.
 Investigate.

 Address No.
 133.

 care Michigan Tradesman.
 133

 For Sale—Shoe stock invoicing \$1,500.
 Located at 21 E. Eighth St. Splendid

 opening in good city.
 Best of reasons

 for selling.
 Address W. P. Manning, Holland, Mich.

 149
 Wanted_To buy stock of reasons

Iand, Mich. Wanted—To buy stock of general mer-chandise from \$5,000 to \$25,000 for cash Address No. 89, care Michigan Trades-89

Realizes for the second second

ids. 835 Sell your real estate or business for cash. I can get a buyer for you very promptly. My methods are distinctly dif-ferent and a decided improvement over those of others. It makes no difference where your property is located, send me full description and lowest cash price and I will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland, 1261 Adams Express Building. Chicago. 899 For Sale-Foundry and cider mill.

r Sale—Foundry and cider mill. rything in running order. First class ion. Harrison & Moran, Chelsea, 945 For Eve ation. Mich

For Sale—Fine two-story store with barn, well situated on street car line, Good residence and factory section. Ap-uly 482 Washington Ave., Muskegon, uly 4 Mich ego 148

POSITIONS WANTED.

Wanted—Position by competent, ex-perienced woman book-keeper. Under-stands typewriting. Can furnish ma-chine. Address No. 141, care Michigan Tradesman chine. Add Tradesman.

chine. Address No. 144. Tradesman. 141 Young man, age twenty, wants position as book-keeper. Can furnish good ref-erences. Address No. 165, care Michi-gan Tradesman. 165 Wanted—Position as salesman in re-tail grocery. Have had ten years' ex-perience. Address Box 147, Middleton, 160

HELP WANTED.

Wanted—Salesman of ability and neat appearance to call on all merchants in their territory; elegant side line conven-ient to carry; good commissions; prompt remittance. Belmont Mfg. Co., Cincin-nati, O.

 nati, O.
 182

 Wanted—Experienced buyer for men's furnishing goods, also boys' clothing, kitchen furnishings and china—all must be thoroughly experienced and first-class references. Geo. B. Peck Dry Goods Co., Kansas City, Mo.
 183

Wanted—Salesmen to sell Asphaltum Black Varnish to the drug trade, Good commission. Samples furnished. Ar-mitage Mfg. Co., Richmond, Va. 164

AUCTIONEERS AND TRADERS

AUCTIONEERS AND TRADERS Mercantis—We can convert any por-tion of your stock (no matter how old) into cash by purely legitimate business methods at a profit to you over all ex-pense. There will be no ill effects of any sale of ours on your subsequent business. We also make a speciality 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, Pea-body & Co., Squires, Vandervoort & Co., John G. Miller & Co., Longenecker & Evans, Sweet, Dempster & Co. and others. Wite for terms and particulars. Cor-respondence confidential. When writing give estimate on size of stock. -C. N., Harper & Co., Quick Sale Specialists, Room 210, 87 Washington St., Chicago, III. 177

College of Auctioneering—Special in-structor in merchandise auctioneering and special sales. Graduates now selling in ine different states. No instruction by correspondence. Auctioneers furnished on short notice. Next term opens April 3. Address for catalogues, Carey M. Jones, Pres., Library Hall, Davenport, Ia. 168 J. L. McKennan & Co., the Hoosier Hustlers. The noted merchandise auc-tioneers carry the largest book of refer-ence of any auction firm in the United States. Now selling stock for J. J. Richards, Columbus, Nebraska. For terms and reference book, address Box 765. 167 The A. W. Thomas Auction Co. is now

765. 167 The A. W. Thomas Auction Co. is now selling the \$50,000 stock of dry goods of the Atlas Dry Goods Co. at Dayton, Ohio. It also has sales in several other states. Expert auctioneers and special salesmen furnished anywhere in the United States. Our best reference our present sales. Write for dates at once to A. W. Thomas Auction Co., 477 Wabash Ave., Chicago, Ill. 186

MISCELLANEOUS.

H.C. Ferry & Co., the hustling auc-tioneers. 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 Wa-bash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

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 mer-chandise situated in a good town. Real estate is worth about \$2,500. Correspon-dence solicited. Konkle & Son, Alto, Mich. 501

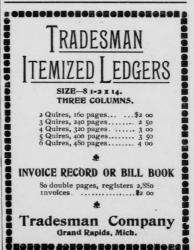
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Our Experience Your Gain



F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars. TAYLOR & SMITH, 53 River St., Chicago.



The Grain Market.

The wheat market has been rather dull and inactive the past week, with trading both in cash and futures light. Millers and, in fact, the flour trade as well, are simply buying in a handto-mouth fashion, which would indicate that they are not carrying heavy stocks. The visible supply of wheat at present is about 39,000,000 bushels, or about 2,000,000 bushels less than last year, and included in the figures are reported to be 4,500,-000 bushels of Canadian wheat on which the import duty of 30 cents per bushel has not been paid, therefore in reality our visible supply is less than 35,000,000 bushels; the balance should be counted in the Canadian visible, or at least until the import duty is paid. The one and practically only bearish feature of the wheat market is the fact that our prices are above an export basis. In fact, before another crop is ready for harvest and market, if the present rate of consumption continues, the short crop of 1904 will become so evident that export values, say within a limit of the import duty, will cut no figure whatever.

The corn market continues steady, movement having been quite free, not only for domestic trade, but for export as well. In fact, the Gulf ports are practically blocked with corn shipments. Corn is now coming forward in fine condition, and with anything like present weather there should be no trouble with shipments getting out of condition for some time to come.

The movement of oats continues quite liberal, with futures and cash markets working a sort of whipsaw, cash oats having been strong and in good demand, while May oats have been weak and declining. Oats have many friends, however, and the buying is heavy at anything under 31c for May.

The bean market is dull and lifeless, with prices declining from week to week. Stocks in the hands of jobbers are not large, but they seem inclined to buy only as their actual necessities require, and even then are talking and looking for \$1.25 beans in the near future. Present prices are low, and we can see no reason for further decline, in fact, we are due for a good stiff reaction.

L. Fred Peabody.

Reorganize to Avoid a Receivership. Battle Creek, Jan. 24-A few days ago the Sterling Food Co. was announced as the successor of the old Malta-Vita Pure Food Co. whose affairs became complicated by the disappearance and death of Neil S. Phelps. The Malta-Vita Pure Food Co. of Michigan now succeeds former companies with a capital of \$600,000. Officers of the new company are: President, H. S. Higginbotham, Chicago; Vice-President, J. M. Studebaker, of South Bend, Ind.; Secretary-Treasurer, C. E. Roleau, of Battle Creek. Formerly, Mr. Roleau was Secretary, and Neil S. Phelps was Treasurer.

The old Malta-Vita Co., of New Jersey, had issued \$5,000,000 of stock and \$300,000 of first mortgage bonds, principals.

and had incurred a floating debt of \$145,000. The physical assets were approximately \$450,000, including patents, trade-marks and good will, the trade-marks being very valuable. Under the first reorganization, a second mortgage was given to secure the debt, and all property was sold to the Sterling Food Co. Now, by an exchange of stock and otherwise, the Malta-Vita Pure Food Co. of Michigan has acquired all the stock of the Sterling company, so that it owns and controls the equity. The following arrangement has been made, which meets the approval of all concerned: There is an exchange of stock at par for the first mortgage bonds with unpaid coupons attached, at IIO; exchange of stock at par for the floating debt at par; exchange of new stock for old stock at the rate of \$1 of new for \$100 of old stock.

Among the directors are H. W. Morganthaler and A. C. Wisner, of Battle Creek, and Frederick S. Fish, of South Bend. Officers and directors are among those interested in the parent company. The reorganization enables the company to avoid the complications of a receivership.

Potatoes From Radishes.

English newspapers are giving interesting details of a process whereby radishes are transformed into potatoes. The process is the invention of a Frenchman, Monsieur Molliard of Paris. He takes a very young radish and cultivates it in a glass retort. after a process invented by Pasteur, in a concentrated solution of glucose. Starch then develops plentifully in the cells of the radish, which swells out, loses its pepperiness, and acquires practically the consistency, flavor, and especially the nutritive properties of the potato. M. Molliard's discovery is regarded as one which may have far-reaching consequences.

Domestic Lace Curtains.

In all departments of the domestic lace curtain industry conditions are sound. The manufacturers have done a large fall business and the prospects of the coming season are encouraging. There is a steadily increasing demand for curtains that retail at \$1.50 to \$2.50. In these ranges the American manufacturers have no competition, and they find their markets constantly broadening for the goods of better grade. Some of the domestic lines are retailed as high as \$7.50, and in these grades the city trade throughout the country shows an increase over last year.

Another Steel Trust Competitor.

A newly organized steel company to be known as the Flagler Steel Works, will enter into competition with the United States Steel Corporation and other large makers of pipe and tube products. It will establish its plants near Chicago. This new company has a capital stock of \$5.-000.000 and appears to have experienced steel men in control. The fact that many officials of the Chicago, Milwaukee & St. Paul appear to be interested in the new concern may later indicate the real backing of the

Starting a New Year.

You may fill the steel tube of a gun with three hundred and thirteen crumbs of lead known as "bird shot" and fire it at a buffalo within short range without hurting said buffalo. In fact, he would probably do no more than shake his left ear and ask his mate to stop tickling him.

Lack of concentration in an effort dooms it to failure, says the Business World. A too large attempt ends in like manner. It is all well enough for the poets to hitch their chariots to a star in the hope of getting a "lift" above the usual level of life; but for most of us it is wise enough to make fast to some lowly, practical, everyday object that is moving in the direction we want to go. The chap that will "hitch behind" a hand made pung that is headed his way will surely make more miles of progress than he who lets such opportunity go past, arguing that the locomotive that might chance along would rush him to his destination in a fraction of the time required by the other vehicle. The first man takes what comes-acts: the other soars aloft into the realm of Chance-and stands still.

Last year, of these two typeswhich were you? If the latter, didn't you freeze your feet and resolve finally that beginning with a new year you would adopt different tactics? If so, here's January and it's up to you. Far better think up one single improvement in your office and put it into operation than to dream of a score of good schemes and never take advantage of any of them. The habit of making good resolves on this occasion is a pernicious one. Better than a string of logic and a row of 'going-to's" is the actual move to do a simple, single thing toward realization of what you know may be.

For the Salesman

Suppose, after making a good fight, a salesman is turned away and the prospective customer is grimly victorious. What then? Well, suppose the fullback in a football game fails to make his distance when given the ball for a plunge. What then? Down at the bottom of the heap, with a dozen men piled on his legs, he hears the referee call out, "No gain!" Does the young man lie still on the ground and mutter, "No use! I can't break that line. I guess I'll retire from the game.'

Not much! There is only one thought in the dogged brain above that bull-dog jaw-only one request its owner has to make of the quar-terback: "Give me the ball again! I failed before, but I'll smash that line this time or know the reason why!" Pound! Pound! he goes at the fighting guards and tackles, barely making his two yards at each charge. But the repeated attacks soon begin to tell. Suddenly the weakening line opposed to him gives way altogether and he bursts through like an exploding cannon shell and dashes away for a touchdown. Pluck scored unat touchdown-sheer grit, courage, nerve, determination. These are the qualities that win football games, and Gents' drawer supporter. Latest best; fine for agents; pair 10 cents. erer Novelty Co., 1241 H. St., N. Washington, D. C.

these are also the qualities that sell goods and do everything else worth doing.

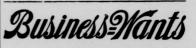
Keep your dollars in circulation in your own community, and you are likely to find a few of them in your own pocket quite frequently; send them away and they are gone for good.

A New York charity worker relates that one day, visiting a poor woman, she was told that a minister, a missionary, and a "settlement worker" had already been there before her. "Do they know of each other's visits?" the woman was asked. "Oh, no, miss, came the kindly reply. "Charitable folks are so jealous of each other that I never let on."

New York city is demanding cheaper telephones and if it cannot obtain them by competition, will ask the Legislature to pass a law regulating rates. With its great field for telephone service, New York should have lower rates, but they are said to be higher than in any other city in the country.

Did you ever see the habitual drinker and patron of the saloon become a winner in the business world? Remember a befuddled brain and success do not trot together.

The man can not very well go wrong who always directs his steps in the right direction.



BUSINESS CHANCES.

A Hardware Stock For Sale—The disso-lution of the firm of Clark & Tucker makes it necessary to sell the entire stock of hardware. The best location in Michigan. Has been a money-maker for forty years. Annual sales from 25 to 35 thousand dollars. Store building can be rented for a term of years. Ad-dress A. L. Locke, Receiver, Bronson, Mich. 198

Mich. 198 For Sale—New, clean stock boots and shoes, two thousand dollars. Profits over one hundred dollars month. Rent eight dollars month. Only exclusive shoe store. There must be cash. Inhabitants, 1,200. Address Puritan, care Michigan Trades-mon

man. 197 For Sale—For cash 100 cents on the dollar, good clean stock of groceries, shoes, notions and store fixtures, in good business town of 1,500. Invoice \$3,200. Established business. Fixtures discounted 15 per cent. Other business claims at-tention. Address No. 196, care Michi-gan Tradesman. 196 We wish to sell our up-to-date stock of general merchandise and store. En-quire at once. Thompson & Curtis, Fen-wick, Mich. 195 For Sale—New creamery located at

For Sale—New creamery located at Durand. Address Box 42, Durand. Mich. 193

193 Having decided to retire from business. we offer for sale, our stock of hardware, with tin shop in connection. Good sur-rounding farming country. Would take a 40 to 80 acre farm in exchange. Brat-tin & Perkins, Nashville, Mich. 191

HELP WANTED.

HELP WANTED. Wanted—Traveling representative to handle one of the best and most profit-able articles on the market as a side line. Easy to sell and will not inter-fere with regular line. Exclusive terri-tory given. Particularly good for those calling on hardware and paint stores or furniture manufacturers. Address No. 192, care Michigan Tradesman. 192

MISCELLANEOUS.

Merchants-If you need competent help of any kind, shoe clerks, dry goods clerks or grocery clerks, write me as I can get you experienced help on short notice with no expense to yourself. Address No. 190, care Michigan Tradesman. 190