

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 1, 1905

Number 1115

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere for every trader. C. E. McCrone, Manager.

We Buy and Sell
Total Issues

of
State, County, City, School District,
Street Railway and Gas

BONDS

Correspondence Solicited.

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.
William Alden Smith, 2d Vice-Pres.
M. C. Huggett, Secy-Treasurer

The William Connor Co.

WHOLESALE CLOTHING
MANUFACTURERS

28-30 South Ionia Street, Grand Rapids, Mich.

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

Commercial Credit Co.
CREDIT ADVISERS
COLLECTIONS AND LITIGATION
LIMITED
WIDDICOMB BLDG. GRAND RAPIDS.
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST
WORTHLESS ACCOUNTS
AND COLLECT ALL OTHERS

Have Invested Over Three Million Dollars For Our Customers in
Three Years

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
1023 Michigan Trust Building,
Grand Rapids, Mich.

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

SPECIAL FEATURES.

Page.	
2.	New York Market.
4.	Around the State.
5.	Grand Rapids Gossip.
6.	Window Trimming.
7.	Meat Market.
8.	Editorial.
9.	Road to Success.
10.	The Produce Merchant.
12.	Shoes.
17.	Does It Pay?
18.	Clothing.
20.	Woman's World.
22.	Butter and Eggs.
23.	Fruits and Produce.
26.	China's Love of Peace.
27.	Getting Next.
28.	Looking Backward.
30.	Trend of Business.
32.	Representative Retailers.
34.	Dry Goods.
36.	The Village Grocery.
38.	Roaming Rodents.
40.	Commercial Travelers.
42.	Drugs.
43.	Drug Price Current.
44.	Grocery Price Current.
46.	Special Price Current.

OLD CUSTOM REVIVED.

The people in the Eastern States are disposed to revive some of the old-time customs which years and years ago gave pleasure and since have given place to new fangled methods of enjoyment. It was in the Eastern States that the old home week scheme was originated and inaugurated, and afterward the idea was taken up in some of the Middle States. In the good old times, not so very old, either, the singing school was one of the centers of social activity in villages and country towns. The singing master often had as many engagements in as many towns as there are evenings in a week and the two or three dollars that he received from each in tuition made in the aggregate a goodly sum of money, supplemented in each instance by the concert at the end of the term, when the prize scholars were put through their paces in solos, duets and quartettes, and the chorus sent out a volume of sound which shook the rafters of the auditorium. The young men took their girls to singing school and these institutions were responsible for many matches such as they say are made in heaven.

The singing school in the old accepted sense passed away. In some cases the singers in the larger villages substituted oratorio societies and tackled some heavy work of the great masters, but that is not the same as when they started in with he scale on the blackboard and the rudiments of music. Perhaps there is not the possibility of as much fun in the singing school as there used to be, but whether there is or not is being tried out in some of the Eastern States. The papers of that region tell of the revival of the singing school in all its pristine purity.

Old furniture has come into popularity again and why not old forms of entertainment? All changes are not improvements. There was nothing in the villages and country towns that gave more pleasure than the singing schools, and those who really had any musical ability derived some benefit from the lessons. The revival in the Eastern States may spread and perhaps it will be a good thing if it does. If the rising generation can get as much fun out of singing schools as its predecessors did, it will be well worth while.

THE CLOUDS AND CANNON.

Because it usually rains after a hard battle accompanied by a good deal of cannonading it was thought that bombarding the clouds could bring down moisture in a drouth. The experiment of sending up explosives in the hope of bringing down rain has been frequently made in this country, without remarkable success. It is interesting in this connection to note a paragraph in the report of John C. Covert, who is United States Consul at Lyons, France. There they cannonade the clouds, not for the purpose of bringing storms but to keep them away. Lyons is in the grape growing belt of France and in that neighborhood there are extensive vineyards whose annual output is worth large sums of money and furnishes the principal livelihood and means of support for a great many people.

The disasters most feared by the grape growers are the hail storms which are not infrequent in that locality. If they come at the right time they may easily strip the vines of leaves and fruit and do a great deal of damage. Accordingly, when the conditions are such that a hail storm is feared, guns are brought into use to dissipate it. In the Beaujolais wine district over 400 guns were fired at the clouds in time of danger. Consul Covert's report says that the statistics kept by the people of this district show that during the five years when the custom of bombarding to keep off hail storms was practiced, the loss was only \$32,000 a year. During the fifteen years preceding the use of cannon the loss from hail storms averaged over \$200,000 per year. It may be that the storms of the last five years have been fewer and would have been less disastrous anyhow, but in the face of these figures it is no wonder that the grape growers have faith in their cannon as protectors of their vineyards.

To know when to speak requires greater discretion than to keep silent.

GENERAL TRADE REVIEW.

The great Eastern storm, paralyzing business in the principal seaboard centers and costing the railways many millions to keep in operation, succeeding news of foreign political disturbance, which would ordinarily be accounted sufficient cause for serious reaction, was only noticed by its actual interference in transactions. Prices, while fluctuating both ways from the level, on the whole are gaining as rapidly as is consistent with a healthy advance. Easy rates for money are not affected by such disturbances, and even the shipment of a large consignment of gold coin instead of bars, a most unusual proceeding, is not occasion for the least disturbance. The storm season naturally interferes with current showings of railway earnings as compared with recent months, but as compared with a year ago there is decided encouragement in the reports. Recognizing that these hindrances are temporary managements are making active preparations for extensions and betterments, which in turn is influencing the contributing industries.

Iron and steel production, as indicated by the output of coke ovens and furnaces, is at a higher rate than ever in its history. The output of woolen manufactories is kept at the highest and prices are well maintained. Cotton manufacture is, of course, much more active than for years past, but the lack of harmony in the resumption of the Fall River operations is a discouraging factor. In the boot and shoe trades the higher quotations made necessary on account of the continued high price of leather are hindering sales, but the production is being fully maintained, as the makers are confident as to the eventual outlook. Shipments from Boston still compare favorably with those of last year.

The riotous disturbances in Russia must of necessity have a direct influence upon the war with Japan, and it is difficult to see how that influence can be otherwise than toward peace. With ship yards, railroad shops and locomotives either idle or in flames, the government of the Czar is at a serious disadvantage. The government's enemies at home are just now more dangerous than those abroad. With the railroads out of operation, neither reinforcements nor provisions can be sent to Kuropatkin and the Russian populace itself becomes Japan's ablest ally. What has happened at St. Petersburg and Moscow may be repeated in the other cities and villages of Russia and carried to such an extent that the Czar must sue for peace with Japan to avert overwhelming defeat.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Jan. 28—We have had the most violent snow storm since 1888 and local transportation has been almost entirely paralyzed. Big trucks of goods have been hours in going one block and the discomforts arising can be appreciated only by those who have experienced such a storm in a big city.

The markets generally remain firm. Coffee has had a comparatively active week in a speculative way and, while the situation hardly seemed to warrant it, an advance of about ten points has been made. Spot coffee has been as dull as at any time during January. Sellers are firm as a rule, although some of them are inclined to "parley" with buyers. Rio No. 7 closes at 8½¢. In store and afloat there are 4,456,914 bags. From July 1, 1904, to Jan. 25, 1905, the crop receipts at Rio and Santos aggregated 8,183,000 bags, against 8,469,000 bags last year at the same time. Mild coffees are quiet. Good Cucuta, 9¾¢. East India grades show little change and close quiet but firm.

There has been a pretty good call this week for shipments of refined sugar under previous contracts, but very little new business has been transacted. The situation is decidedly firm and the future appears to be full of cheer—for the seller.

Formosa and Pingsuey teas are very firm and the whole market, in fact, seems to be getting into better shape, although there is still room for great improvement. Orders are for very small lots, whether from the city trade or out-of-town dealers, and it takes a good many of them to amount to much.

There is not a single item of interest to be picked up relating to rice. There is, perhaps, the average mid-winter trade going forward and at about the previous range of values, but holders do not expect much and are simply awaiting the advance of the season. Prime to choice, 3¾¢@4¢.

There has been something of a reaction in the recent high prices for spices, but the decline has not been sufficiently great to cause any activity in the demand. At the close the situation is fairly firm. Singapore pepper, 12½¢@12¾¢ in an invoice way. Supplies are not excessive, but there seems to be enough to go around.

The top grades of molasses have met with a fair amount of enquiry and full quotations have been paid in every case. Delay in getting goods to trains and steamers has been almost overcome and shipments are made with promptitude. Quotations are without change. Syrups are firm and the demand quite satisfactory.

The bottom seems to have dropped

out of canned goods so far as "futures" are concerned. The prevailing rates for corn and tomatoes may have something to do with this. Tomatoes are on a level that would certainly seem to show a loss on every can sold, although at the moment there seems to be a little better feeling in spot stock, but the improvement is very slow. It is hard to get desirable tomatoes at 65¢, at which figure goods were freely offered not long ago. Corn of the inferior sort has been moving out quite rapidly to those consumers to whom quality is nothing and price everything, and the market is in better condition. The better grades of corn are by no means in liberal supply and prices are firm, with Maine selling at \$1.05@1.10. California fruits are firm and in good demand. Salmon is in fair request, with stocks light. This article gives promise of being of great interest within the year.

There is not much call for dried fruit and yet matters are not so bad as they might be. Prices are usually well maintained.

The deliveries of butter from the freight stations have been greatly hindered and the market somewhat upset by the storm. Prices are fairly well held. Western creamery, 29@29½¢; seconds to firsts, 26@28½¢; held stock, 25@27½¢; Western imitation creamery, 21@24¢; factory, all the way from 16@23¢, the latter for extra fresh goods; renovated, steady at 17@23¢.

Cheese shows little, if any, change. The supply seems to be sufficient to meet requirements and holders are firm. Full cream, small size, fancy stock is worth 12¼¢ and large sizes ¼¢ more.

Eggs are firm, owing to comparatively light supplies and the weather conditions that serve to make the outlook favorable to higher rates. Best Western are worth 30¢; seconds, 27@29¢; thirds, 24@26¢.

The City Man.

The city man said he was struck
Upon the rural life;
No longer wished to run amuck
In noise and dust and strife.

Said he: "I'd like to husk the eggs
And dig the new mown hay,
And monkey with the husking pegs
And milk the cows for whey.

"I'd like to pick the cream and cheese
And dig the apple crop,
And drive a team of pure white geese,
And feed the chicken slop.

"It would be fun to groom the pigs
And curry off the cows,
And hitch the roosters into rigs
And work the threshing ploughs.

"'Twould be a treat to shell the oats
And pick the buckwheat flour,
And gather whiskers from the goats
And sort them by the hour.

"I'd like to cultivate the bees
And pump the pale blue milk,
And pick the pumpkins from the trees
And do things of that ilk.

Life.

A little longer and the toil is done,
A little farther on the road to go,
A little stress of shifting, drifting snow,
A little journey through shade and sun,
A little rest where quiet waters run,
A little parleying with friend and foe,
A little oasis where blossoms grow,
A little darkness ere the light is won.

A little sin that leaves a little stain,
A little sorrow and a little joy,
A little mending of a broken toy,
A little pleasure and a little pain,
A little thought of when I was a boy,
A little fear that I have lived in vain.
—A. T. Schumann.

THE CIGARETTE HABIT.

It Cost a Young Man a Fine Position.

Written for the Tradesman.

In the Tradesman of January 18, on page 29, I had occasion to record the trial a certain merchant of my acquaintance was experiencing with a clerk in his employ, a young fellow who was exhibiting marked tendencies toward those ways which make for evil—tendencies which, if allowed to get the upper hand, result in downfall, mental, physical, social and commercial.

The merchant, in one of his confidential moods, was telling me something of the habits of this boy—I say boy, for, although man grown, he is only 18, and, as I have known him since he was a little shaver, I always think of him as a kid—and was commiserating the fact that he would be obliged to let him go if he clung to those tendencies of which I speak.

I may say, in passing, that his business associates regard my friend, the merchant, as something more than a crank on the subject of the use of tobacco in all its forms, and especially as to the indulgence of the "deadly cigarette," he contending that the man who persists in the smoking habit is rendered unfit for business, and in substantiation of the statement he points to the record of a number of his commercial associates whose career has been very seriously hampered by physical disability brought on by excessive ad-

diction to the weed. And when this merchant takes on a new clerk one of the first things he fires at him in the initial interview is the interrogation as to whether or not he smokes. If not, well and good so far. If he can not answer in the affirmative, and if as to other qualifications the merchant considers the applicant eligible, he may hire him, but he does so only on the condition that within a certain time—and that is generally a short period—the newcomer "cut it out" on this particular vice.

When he took on this new clerk it was, as usual, with the express understanding that he swear off on tobacco. This the young man professed to be perfectly willing to do, as he was very anxious to obtain a foothold in this establishment. His promise was accepted at its face value and he was engaged to go to work the following Monday.

The time in which he was given to quit the tobacco habit was only a week. But it seems that he transgressed the rule, and not only that but lied about it barefacedly to the proprietor of the store; and this latter piece of business was what cooked his goose with his employer.

To tell the truth, I didn't think the young man's finish would come quite so soon. But it is the unlooked-for that always occurs, and to-day I am to record, I am sorry to say, that the boy has lost his job.

Twice within the past week I met him going into another store, a specialty place, and, as it was at unusual hours for him to be on the

Sell Quaker Flour

Don't pay too much for a name, but be your own judge of quality. Quaker flour is made from the best winter wheat by expert millers who have had years of experience. It gives satisfaction wherever sold and we guarantee it to continue its present high standard. The ever increasing demand is our best argument.

Buy Quaker Flour

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

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

street if working for my friend, I wondered at it. I spoke to the lad pleasantly on these two occasions and passed on. I thought his salutation was made in a short and shamefaced way, just as if he were embarrassed about something and was afraid to stop and talk a moment, as is our ordinary custom, for fear I would make some remark about not expecting to see him at that time of day.

Afterwards I had occasion to visit the store I had seen him entering. When I had made my purchase I was surprised, on turning around, to see the boy standing at a little distance behind me, with his hat and coat off and an air about him of belonging to the store.

"Why, Bob!" I exclaimed, "are you working here?"

"Yes," the boy answered, readily enough, "I've changed."

"Why," said I, "I thought you were a fixture in the other place."

I spoke this way so as to allow him to give a reason for leaving.

"So did I," he laughed, "but you know I've always had trouble with my lungs, and the doctor said I must get out of there."

(Mind, never a word as to the proprietor's saying he must get out of there!)

"Yes, I thought it best to leave on account of my health," the boy continued; "you know a fellow has to look out for that the first thing. Health is everything, you know, and it can't be neglected. The doctor said the dyes were bad for my lungs,

and then the air was always bad, too—so many people in there all the while. Here it is not so crowded as in a general store and I have a chance to breathe a little freer."

This explanation was delivered with the air of trying to impress me with the plausibility of the reason for the speaker's change of base.

I looked at the boy a little sharply. His eyes dropped at my gaze and his face flushed as he turned and looked out of the window.

I let him think I accepted his specious excuse, but I had my mental reservations.

Meeting his late employer at the Club that very day, I said to him, "Well, how is young Bob getting along—any more trouble about his smoking and other delinquencies?"

"Bob's a bad boy," was the reply, sadly given. "I liked the young scapegoat immensely, and would have made something out of him if he would have done his part. He is naturally smart—bright beyond his years. He had a pleasant way with the customers and learned his stock in an incredibly short time. But time and time again he lied out and out about smoking cigarettes, and that wouldn't go down. If he would tell me an untruth about that, he would about other things, and how could I depend upon him then? I hated to let him go the worst way. He is the only support of a widowed mother, who thinks the sun rises and sets in her boy. He's thrown away his chance with me, and he'll never get it again," and the merchant's

lips set themselves together almost with a click, and a look of sternness came in his eyes that the youth would have quailed under had he seen it.

The boy is young and, of course, does not realize the importance of the opportunity he has missed by his persistence in an obnoxious habit and fibbing as to its continuance.

My friend stands high in the community and a recommend he might give a person carries weight with it wherever it goes. Himself the soul of honor, he is inexorable in this regard in the dealings of others with him.

It seems a pity for a likely young fellow to fritter away such a chance of a lifetime by slavery to a pernicious habit and subsequent endeavor to lie out of it. The time will come when he will realize what he has lost.

Phil. Warburton.

Recent Business Changes in the Buckeye State.

Brokaw—G. W. Brokaw, who formerly conducted a general store, is succeeded by J. W. Leaks.

Brookville—Edgar Weaver succeeds B. M. Forbes & Co. in the lumber business.

Cincinnati—Feibelman, Newhoff & Levy, manufacturers of overalls, have gone out of business.

Columbus—The F. M. Allen Grocery Co. is succeeded by Brelsford & McDonald, who will conduct a retail business.

White Cottage—Chas. M. Printz will continue the general store busi-

ness formerly conducted by M. W. Printz.

Dayton—The Dayton Felting Co. is succeeded by the Frank Schantz Co. in the manufacture of mattresses.

Findlay—O. B. Foster, who formerly conducted a department store, is moving to Mount Cory.

Hamilton—John Beard succeeds Clark Bros., dealers in vehicles.

Lorain—Nichols & Gawn, grocers, are succeeded by Harry B. Gawn.

New Lebanon—Mr. Hepner, of the firm of Hepner, F. ner & Diehl, dealers in hardware, implements and vehicles, has retired from business.

North Amherst—The Baker-Ebs Clothing Co. will succeed A. Baker.

Oberlin—F. L. Twining has withdrawn from the Oberlin Carriage & Implement Co.

Cleveland—The creditors of Adolf Rosenberg, clothier, have filed a petition in bankruptcy.

Sabina—S. W. Moore will continue the business of Moore Bros., dealers in vehicles and implements.

Cleveland—The United States Candy Co. has made an assignment.

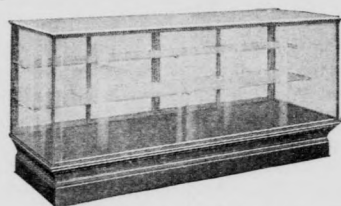
Trenton—The general store business of Henry Funk will be continued in the future by Funk & Borger.

West Carrollton—Reis & Price succeed Reis & Krause in the bakery and confectionery business.

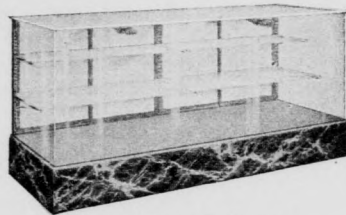
Cleveland—A petition in bankruptcy has been filed by the creditors of I. L. Fuldheim, dealer in boots and shoes.

Columbus—J. T. Mathison, jeweler, is succeeded by F. R. Cross & Co.

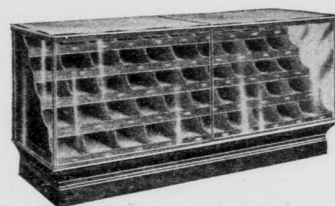
Specimens of a Few of the Cases Manufactured by Us



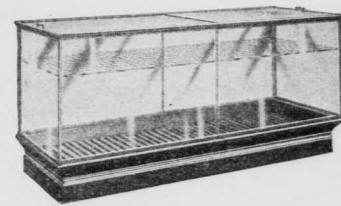
No. 300. "Michigan Special."



No. 400. "American Beauty."



No. 30. "Crackerjack" Notion Case.

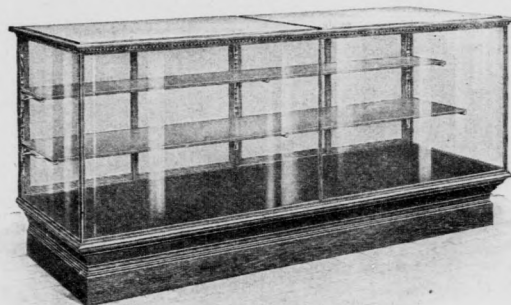


No. 91. "Crackerjack" Umbrella Case.

Our Improved 1905 Cases are all equipped with noiseless ball-bearing roller sheaves and steel track and improved finish.



You can't afford to buy Show Cases this season without consulting us.



No. 25. "Crackerjack" Display Case.



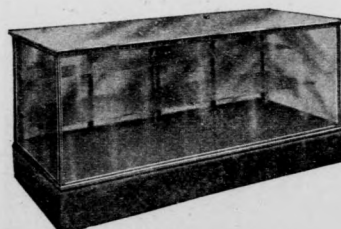
No. 272. "Outside" Case.

Write for our new catalogue.

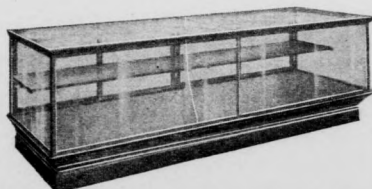


Grand Rapids Show Case Co.

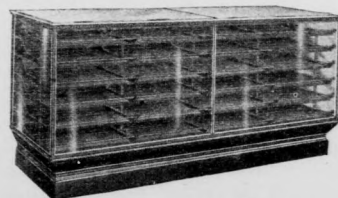
Grand Rapids, Mich.



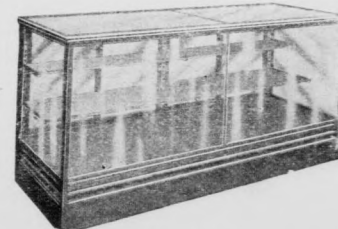
No. 301. "Michigan Special."



No. 33. "Crackerjack" Dress Goods Counter Case.



No. 75. "Crackerjack" Ribbon Case.



No. 55. "Flyer."

AROUND THE STATE

Movements of Merchants.

Bloomington—Melvin Bros. succeeded Joy & Melvin in general trade.

Lake Odessa—A. E. Elsie will engage in the merchant tailoring business.

Hillsdale—A. B. Wilder, of Allegan, will shortly open a cigar store here.

Mt. Pleasant—T. W. Ayling succeeds Johnson & Rowen in the meat business.

Marion—F. J. Wagen is succeeded by Graham & Dryer in the general store business.

Ypsilanti—T. J. West will open a bazaar store at 10 South Huron street about March 1.

St. Clair—L. Goldstein has opened up a new dry goods store in the Zaetsch building.

Reeman—Jno. Brinkman is succeeded by Boven & Mulder in the general store business.

Spinks Corners—Curtis L. Andrews, grocer and hardware dealer, will discontinue business Feb. 15.

Bronson—Attorney A. L. Locke has been appointed receiver for the Clark & Tucker stock of hardware.

Charlotte—L. H. Turner has opened a flour, feed and seed store in his building on East Lawrence avenue.

Port Huron—The Port Huron Co-operative Society, dealer in groceries, has declared a dividend of 11 per cent.

Wyandotte—The wholesale ice cream business of Mehlhose Bros. will be continued by Gustav Mehlhose.

Lowell—M. Ruben & Co. are closing out their dry goods stock. Mr. Ruben will continue his clothing business.

Boyne City—Zyslstra & Peebles have assigned their grocery stock to J. M. Harris, the well-known attorney of this place.

Tustin—A. R. Bentley has sold his general stock to John Waters, who will continue the business at the same location.

Mt. Pleasant—E. S. Fisher, of Iron River, has purchased the meat market of Neff & Son and will take possession in two weeks.

Beulah—A voluntary petition in bankruptcy has been filed by C. S. Thompson & Co., who formerly conducted a general store.

Newaygo—Arthur Thomas has formed a copartnership with A. F. Edkins, recently of Big Rapids, in the meat, stock and poultry business.

St. Johns—The Empire Produce Co., of Port Huron, has established its twelfth branch house in this city. C. C. Giddings, of Alma, will be manager.

Jackson—Wm. J. Burman will continue the business formerly conducted by Burman & Kalmbach, gunsmiths and dealers in bicycles and general repairs.

Hillsdale—Cotsonis Bros., of Coldwater, have rented the store formerly occupied by L. H. Frensdorf and will occupy it with a candy kitchen and ice cream parlor.

Boyne City—J. E. Miller has purchased the interest of W. J. Charley in the grocery firm of Miller & Charley and will continue the business in his own name.

Lake Odessa—Bernard Schmehl has sold his interest in the hardware stock of Scheidt & Schmehl to his partner, who will continue the business at the same location.

Marion—C. G. Graham, of Ithaca, and A. L. Dryer, of Big Rapids, have entered into partnership under the firm name of Graham & Dryer and purchased the general stock of P. J. Wangen.

Detroit—Rudolph Freidenberg, as general partner, and Ben Freidenberg, as special partner, have filed articles of limited partnership to sell woolens and tailors' trimmings under the name of Rudolph Freidenberg. Capital stock is \$15,000.

Brunswick—E. T. Carbine has merged his general stock into a stock company under the style of the E. T. Carbine Co., with a capital stock of \$1,000, of which amount \$500 has been subscribed—\$100 paid in in cash and \$400 in property.

Yale—Leslie Silverhorn, dealer in harness and horse goods, has filed a petition in bankruptcy. He says his liabilities are \$2,638, and that his assets consist of stock and book accounts to the value of \$900. He claims he is unable to pay the necessary court fees.

Vermontville—Chas. Lamb has purchased the store building where J. H. Sackett is located and Jess Lamb expects to open for business there about the first of April. J. H. Sackett has made a deal with J. B. Stone for the building occupied by H. B. Hull's drug store and H. E. Holden's candy store.

Charlotte—Fred Elms, formerly of this city but more recently of Homer, has bought an interest in the agricultural business of E. B. Pierce. Mr. Elms engaged in this business over thirty years ago at the same stand now occupied by Mr. Pierce. The new firm will be known as E. B. Pierce & Co.

Ypsilanti—O. A. Ainsworth has disposed of his interest in the feed mill, grain and produce firm of O. A. Ainsworth & Co. to Clifford R. Huston, who for the past four years has been Register of Deeds. Burton G. Moorman retains a half interest in the new firm. It is said the consideration was \$11,500. The new firm will be known as Moorman, Huston & Co.

Lansing—Ernest Kowalk, the Turner street implement dealer, has sold out to Percy and Herbert Colvert, who will carry on the business at the same place. Mr. Kowalk will devote himself to his liquor store. Percy Colvert has been in the implement business in Oregon for some time, but disposed of his interests there recently in order to form a partnership with his brother here.

Manufacturing Matters.

Flint—The Michigan Paint Co. has increased its capital stock from \$25,000 to \$260,000.

Detroit—The McClure Lumber Co. has increased its capital stock from \$40,000 to \$150,000.

Onsted—L. R. Connors expects to begin operations at his new cheese factory about March 1.

Ludington—The Tubbs Manufacturing Co. has increased its capital stock from \$100,000 to \$150,000.

Detroit—Besides paying a 7 per cent. dividend on the \$200,000 preferred stock, the Farrand Organ Co. has paid a 7 per cent. dividend on the \$300,000 common stock.

Lyons—Powell Bros., of Rochester, have leased the foundry and water power of the Beach Manufacturing Co. and will engage in the manufacture of handles under the style of the Lyons Handle Works.

Detroit—The Frank Japes Co., organized to operate a planing mill and a sash and door factory, has filed articles of incorporation. The capital stock is \$20,000, of which \$13,000 is stated to have been paid in.

Holly—The Patterson & Brown Bros. Manufacturing Co. has closed a deal with a firm at Rochester, N. Y., for \$8,500 worth of sleighs. This takes all the sleighs which the company has on hand and over sets besides.

Detroit—The Leindach Bros. Co. has incorporated for the purpose of manufacturing canopy tops, equipments, etc., with an authorized capital stock of \$10,000, of which \$7,000 has been subscribed and paid in in property.

Orion—The United States Postoffice Box & Lock Co. has incorporated for the purpose of manufacturing and selling postoffice boxes and locks, with a capital stock of \$25,000, of which \$13,200 has been subscribed and paid in in property.

Oxford—Milward S. Howland has purchased an interest in the grain elevator of J. A. Gossman and will remove to this place from Lakeville, where he owns and conducts a grist mill. Mr. Howland's mill interests will be managed by Edward McKay.

Petoskey—J. D. Merchant has bought 320 acres of timber in Maple River township, 200 acres in Tuscarora township, Cheboygan county, and 60 acres in Littlefield township, Emmet county, consideration a little over \$11,000. This adds about 6,000,000 feet to his timber holdings, bringing his standing timber holdings up to 12,000,000 feet.

Port Huron—There is a movement on foot among Detroit capitalists to induce the Flint Pantaloon Co. to move its business to that city. If the deal goes through the company will manufacture suits and overcoats in addition to its line of pantaloons. The Port Huron stockholders of the concern are David Traxler, W. F. Davidson and C. F. Harrington.

Wells—The I. Stephenson Co. has installed a new wood mill in connection with its hardwood mill. Crooked lengths and tops not suitable for logs are brought into the mill with the other timber, then sorted

out and run through the wood mill, where they are cut into 32-inch lengths, split by a steam splitting machine, conveyed to the cars and hauled to the chemical company.

L'Anse—At the annual meeting of the Hathaway Graphite Manufacturing Co. the majority of the stock passed into the hands of Detroit capitalists, who will hereafter have almost complete control of the affairs of the company. By unanimous vote of the stockholders present the offices of the company were changed from this place to Detroit. George B. Davis, of Rochester, was granted a six-months' option on the entire plant.

Baraga—The Nester estate has closed a deal for the purchase of 8,000,000 feet of pine in Ontonagon county belonging to the Brewer-Knapp Company, of Ashland, Wis. The consideration was approximately \$115,000. E. J. Humphrey, of Ewen, has the contract for getting out this timber. Fifteen teams are hauling and banking 190,000 feet of logs a day. The roads are in fine condition and frequently the loads run as high as 9,000 feet.

Battle Creek—The Cero-Fruto property in this city was sold at auction in Chicago Jan. 24 and was bid in by Attorney James Keogh, of that city, for \$31,700. He will not state for whom he bought the property or to what use it will be put. The buildings are commodious and well built of brick. C. W. Post had an agent present bidding for him, but was not willing to go beyond a certain price. The bid started at \$21,000 and was spirited. It is suspected that the buildings will be used for a new manufacturing concern.

Manistee—The Wolters-Batey Co. and Leon A. Wolters have merged their separate lines of business and incorporated a company known as the Wolters-Batey Company. The saw and tool shop on First street and the Wolters hardware store on River street will be managed in common. The concern also takes the Wolters warehouse on West Water street. Stock has been subscribed for by a number of local business men and the capitalization placed at \$80,000. The retail store will be located in the new Conat block early in the spring and a complete line of household and builders' hardware will be carried. Plumbing and steamfitting will also be taken up. A jobbing business will be done in heavy hardware and mill supplies. J. O. Batey will continue to manage the saw works.

Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids
Detroit Opera House Block, Detroit

We furnish protection against worthless accounts and collect all others.



The Grocery Market.

Sugar—No changes are reported in the market for refined. There is practically no new business, although there is a fairly good demand in the way of withdrawals on outstanding contracts. Considerable delay in regard to deliveries continues to be reported. Prices are unchanged with all refiners selling on the basis of 6.05c less 1 per cent. cash for granulated in bags or barrels. The American Sugar Refining Co.'s quotations are as follows, f. o. b. New York, subject to the usual cash discount and an allowance of 5 points:

Crystal Domino	8.40
Eagle tablets	7.35
Crushed	6.80
Cut loaf	6.85
Mould A	6.55
Eagle powdered	6.40
Cubes	6.40
XXXX powdered	6.30
Coarse powdered	6.25
Fruit powdered	6.15
Powdered	6.25
Eagle fine granulated	6.15
Coarse granulated	6.15
Standard granulated	6.15
Extra fine granulated	6.15
Confectioner's granulated	6.35
2-lb. c'n, fine granulated	6.30
2-lb. bags, fine granulated	6.30
5-lb. bags, fine granulated	6.30
Diamond A	6.15
Confectioners' A	6.00
(1) Columbia A	5.80
(2) Windsor A	5.75
(3) Ridgewood A	5.75
(4) Phoenix A	5.65
(5) Empire A	5.60
6	5.55
7	5.50
8	5.40
9	5.35
10	5.30
11	5.20
12	5.15
13	5.05
14	5.00
15	5.00
16	5.00

Tea—There have been no developments of any character in the market during the week. There is a good general demand, but only for immediate wants. Prices are steady and unchanged. There is no speculative buying whatever.

Coffee—Holders of lower grades give no indication of their intentions and whether the next move will be an advance or a decline it is impossible to say, although the weight of opinion seems to be that the market will not go lower at present. There is a fairly good movement reported in the higher grades especially. With prices of low grades well up the retailers are taking the chance of introducing their trade to coffees in which there are more satisfaction and more profit.

Canned Goods—Corn and tomatoes are low. There is a light movement. It is generally thought that the tendency will be upward in either line from now on. The trade is doing something in 1905 pack, but not much. Many lots of poor corn are said to be floating around in the Northwest and are causing some trouble to the dealers that haven't any grade to meet them. Prices on the 1905 pack of New York small fruits and vegetables have been made, but show nothing very far from last year's opening figures. Jobbers are manifesting some interest in the new pea prices, which are about the

same as those of last year. The buying is light, as yet, however. Spot peas are moving a little better. Canned pumpkin is growing quite scarce and higher prices will be in force before long in all probability. California canned fruits are quiet, according to reports from the coast. There are few goods on hand there anyway, and any great activity would soon clean them up. Jobbers report a moderate call for the more staple lines.

Dried Fruits—Peaches and apricots are both very scarce and high. Both lines show a continuous advancing tendency. Stocks of both peaches and apricots are light everywhere. Currants are unchanged and dull. There has been no change in either loose or seeded raisins during the week. The demand is fair. Prunes, while in fair demand, are very low in price and without any prospect of advance.

Rice—There are some excellent offerings of the medium grades of rice on the market. The movement is slightly better than a few weeks ago.

Syrup and Molasses—Glucose remains unchanged for the week. Compound syrup is steady at ruling prices and in good demand, as it will be now until the season changes. Sugar syrup is unchanged and very firm and scarce. The demand for molasses is only ordinary.

Fish—Lake fish and whitefish are both unchanged and in fair demand. Smoked bloaters are getting scarce and show a firm tendency. The low-priced stock is about worked out, and those who buy in Gloucester to-day will have to pay 15c per box more. During the week some concerns have begun to take orders for sockeye salmon for future delivery, subject to approval of price. Some business was done along this line. There ought to be a good pack of sockeye salmon this year. Mackerel is quiet and in light demand. The situation is strong, however, and further advances are prophesied on all sides. Some holders predict an advance of \$6 per barrel throughout the whole line of Irish and Norway fish, but this is radical and not likely to be fulfilled. A conservative forecast is that the market is likely to advance \$2 per barrel further. The enquiry for sardines is opening up a little as the season approaches when they are used. Advices from New England are that mustards show some signs of getting cleaned up. Oils are moving out at a concession of about 10 cents per case. Cod, hake and haddock are going out at unchanged prices. The demand is fair and stocks are cleaning up.

Provisions—Hams are in fair demand and concessions obtainable a week ago can not now be gotten. Bellies and bacon are dull and weak. Lard has stiffened slightly, but jobbers are still selling at unchanged prices. Compound lard is firm at the recent decline. Canned meats are dull and unchanged. Barrel pork is unchanged and dull. Dried beef is unchanged and without special demand.

The Produce Market.

Apples—The market is weak, locally, but reports from the East are to the effect that the market is stronger. Local dealers hold their supplies at \$2@2.25 per bbl.

Bananas—\$1 for small bunches and \$1.50 for large. Bananas are a hard proposition to handle this weather. Aside from the danger of their freezing outright, there is always the danger of their becoming too ripe in the warm cars or being frosted in an effort to keep a moderate temperature. Then the demand is erratic and the jobber never can tell whether to hasten the ripening of the fruit or to retard it.

Beets—40c per bu.

Butter—Creameries are strong at 29c for choice and 30c for fancy. No. 1 dairy is strong at 22@23c and packing stock is firm at 17@18c. Renovated is steady at 22@23c. Nothing startling in the way of a decline is looked for unless the weather should turn decidedly milder and remain so for a considerable time. Otherwise the conditions point to a steady market for all grades, and especially good, sweet packing stock.

Cabbage—50c per doz.

Carrots—40c per bu.

Celery—35c per doz. bunches.

Eggs—Local dealers pay 22@23c for fresh and hold at 24@25c. Storage stock is steady at 21c. Receipts continue liberal, but the percentage of salted and pickled eggs worked in with the fresh is considerable.

Cranberries—Howes, \$8 per bbl.; Jerseys, \$7.25 per bbl. Reports from the East say that higher prices are being asked there for cranberries, but this market has shown no signs of advancing as yet. It is likely that higher prices will be asked before a great while, however, as supplies are not overabundant.

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; Californias command \$3.25. Lemons are in fair demand and when the weather permits the movement is increasing.

Lettuce—Hot house is steady at 10c per lb.

Onions—The market is strong and steady on the basis of 85c per bu.

Oranges—The bad news from Florida, published elsewhere in the Tradesman, is the subject of constant comment among dealers, many of whom predict that Florida growers have received another setback, from which they will not recover for years. California navels command \$2.35 for choice and \$2.45 for fancy.

Parsley—45c per dozen bunches for hot house.

Potatoes—Country buyers are paying 18@20c, but are not anxious to accumulate stocks, even at so low a range of values. There are a lot of potatoes in the country and it is generally believed that still lower prices are possible when the spring opens up and the farmers want to dispose of their surplus.

Pop Corn—90c for rice.

Poultry—The market is steady and

strong at outside quotations. Chickens, 10@11c; fowls, 9@10c; young turkeys, 15@16c; old turkeys, 14@15c; ducks, 12@14c; geese, 8@9c. Dressed fatches 1½@2c per lb. more than live. Broilers, 20c per lb.; squabs, \$2.25 per doz.

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

Squash—1½c per lb. for Hubbard.

Sweet Potatoes—Kiln dried Illinois are steady at \$3.50 per bbl.

Turnips—40c per bu.

The Grain Market.

There has been very little change in the wheat situation the past week except a general firming up in prices, wheat having gained practically 2c per bushel for the week. The demand for both wheat and flour has improved, and it is reported that some export orders for wheat have been filled from the Western coast, brought about, it is said, through a sharp decline in ocean freight rates. As compared with one week ago, the visible supply shows an increase of 4,000 bushels. This, together with the fact that the movement of milling grain in the Northwest and Southwest is getting lighter each week, was construed as decidedly bullish.

The visible supply of corn shows an increase for the week of 168,000 bushels, and this in the face of heavy receipts, which would indicate not only heavy export shipments, but an unusually good domestic demand as well. Cash corn holds firm in price, the quality running very satisfactorily. The demand for ground corn and cat feeds, meal, etc., is improving; in fact, corn is the cheapest feed on the market to-day.

Oats show a loss of about ½c per bushel on options for the week. The demand is good, however, and I do not anticipate any serious break in cash values. The movement of oats from country points is comparatively light, but sufficient to care for all requirements. L. Fred Peabody.

Moses Trenahan, formerly of Port Huron, St. Clair and Detroit, and now said to reside in Grand Rapids, has been ordered to appear before Referee in Bankruptcy Davock to answer questions relative to his property. He filed a petition in bankruptcy last August, giving his debts as \$12,141 and his assets about \$12,200, but it is said the latter have dwindled.

Dudley E. Waters and John W. Morton have undertaken the work of organizing a new State bank at Cheboygan, with an authorized capital stock of \$50,000, most of which has been subscribed by local people.

The Walden Shoe Co. is obtaining a compromise with its creditors on the basis of 40 cents on the dollar. The assets are \$19,506 and the liabilities are \$43,310.

The American Carving & Manufacturing Co. has increased its capital stock from \$15,000 to \$40,000.

The Wykes-Schroeder Co. has increased its capital stock from \$12,000 to \$18,000.

WINDOW TRIMMING

Windowmen Seek to Counteract the January Depression.

Business is characterized by the usual midwinter dullness, which tradesmen are endeavoring to combat by alluring severally-worded "Reduction Sales." A few of the stores are anticipating the opening of spring by advance displays of light garments, noticeably The Giant on Canal street. One of their large windows looks decidedly summery, in striking contrast to the damp, rheumatic-y weather prevailing on the other side of the plate glass. At the same time these people are calling the attention of those afoot to their still-remaining fur and plush-lined overcoats. Some of these are marked down, so the tickets say, from \$25 to \$18. One has a "Selected Galloway Wombat collar." If this word Galloway has anything to do with Galloway, Scotland, the vowel of the middle syllable should be "o" instead of "a." Another coat collar is labeled, "China dog nutria collar."

I suppose that at the corner of Monroe and Division streets more people do congregate to wait for street cars than at any other point in the city, and next comes the corner of Canal and Lyon. This last location is an ideal one for a firm carrying the class of goods that A. May & Son do. All sorts of folk waiting for cars are here to be seen from the workingman in rough garb suited to his occupation to the city's most substantial business representatives; and this firm caters to these and all intermediate gradations. Their windows are always interesting and are generally marked by good taste. Just now there is a happy hit in the use of a real telephone on a small stand in the center of the corner window. The merchandise is not crowded, so that the well-dressed man dummy seated at the stand—by the way, in a very natural position for a dummy—shows off to advantage. A telephone directory depends by a string from the table and a pad and pencil lie handily by. The man has the receiver at his ear and a card in his lap indicates his remarks:

"Hello, Bill. This is Gayboy talking. Yes, I just got fitted out. Say! Those suits and overcoats at \$15 are great."

Now I call this pat advertising. The whole idea is very simple—so simple one wonders why he hasn't seen it utilized in other places before. It may have been, but I have not noticed it. The windowman employed by The Giant always gets up catchy cards.

* * *

The drug stores are, many of them, putting forth a seasonable effort to dispose of their remedies for throat and lung difficulties, and to read the placards accompanying the windowfuls of these medicines one would

scarcely believe that he need suffer a moment from any of these ailments.

Witness West's windows on Canal street and also at the intersection of Monroe and Ionia. In the former store one is told as follows:

Stop
the tickling
in the throat.
West's Bronchial Tablets
10c

Cure a cold
in
One day.
King's Laxative Cold Cure.
None better.
25c a package.

In the latter store prominence is given to Dr. Bills' specific:

Your money back
if
Dr. Bills' White Pine, Honey and Tar
Fails to cure you.
25c

To each of these three medicines a whole window is given up. For one a large star is fashioned from boards and small strips of wood and covered with lemon-colored crinkly paper in the shape of flutings and to this are attached small metal-covered flasks of the tablets.

* * *

To the lover of things Oriental Frederic A. Wurzburg's Art Store windows are ever appealing. Here one is charmed with perfumes, pottery and sumptuous fabrics that breathe of the Far East, and for a reasonable sum he may pick up for his particular snuggery many a little gem that is "the genuine article." Mr. Wurzburg's windows are small, but that is all the better for the line of goods he handles; they do not call for large spaces. His windowman has exquisite taste in arrangement. But step inside, where the soft lighting and the rich colors entrance the senses, and you are loth to depart to the outside workaday world.

* * *

Mayhew's window trimmer has bunched a lot of small sizes of shoes in the west window to go at \$1. With these is a large neat card bearing at the top a sketch of Cinderella and the Prince. She is extending her fairy-like foot to try on the time-honored slipper, held in the hand of her kneeling lover. At the left is a little broken signboard, such as one often sees in the country, which says:

Other bargains inside.
Below one is told:
Bring in your
Cinderella feet
and get into these shoes
for
\$1
per pair.

* * *

Last week I mentioned the floor covering of the Puritan's shoe windows—white Turkish toweling—as being especially appropriate to footwear. Thick handsome rugs also make a good setting for shoes. Spring illustrates this in the current exhibit. Here are also kindred goods—hosiery and gaiters. Something substantial, something not too deli-

cate, must always go with foot-clothing, else an air of incongruity is apparent.

* * *

Steketee has a creditable display of inexpensive lace curtains, with which colored statuettes are used effectively. There are six corrugated white enameled curtain poles of medium size extending along the whole length of the window at the rear, all on the same level and about eight inches apart. From these hang, undraped, white lace curtains. Thick fringed portieres with a Roman stripe are festooned at either side, at the top. In the center is a tall pedestal, on which stands a statuette of a woman's head, the tinting of which is a soft sage green; and the poppies twined in her hair are of the same green, with hints of red at the edges. In each lower corner is a piece of statuary, one being the head of a fierce-looking Turk, the other a bust named "Bohemienne." This last is hardly correctly named, for the features express only gentleness of disposition, hardly in keeping with the impression of a dashing Bohemian girl.

Working Formulas for Preparing Rose Water.

A very satisfactory rose water may be made by rubbing 30 minims of rose otto or oil with a little magnesia carbonate in a large mortar, then wash out the oil measure with one dram of alcohol, and triturate it with the oil and magnesia, gradually adding a large part of the water. Trans-

fer to a filter and pass water through to make 60 ozs. Another method is to dissolve 5 minims rose oil in half an ounce of alcohol and add 15½ ozs. of distilled water. Shake well and filter.

The best rose water is distilled from the rose petals, and nothing gives better results than properly diluting the triple concentrated French extract.

H. W. Sparker.

The young man who said he did not care to have his neighbors get too well acquainted with him, paid every account before he left town and expressed surprise that his grocery bill was not larger. The merchant bought some of his effects which were inconvenient to move, gave him a large packing box and the use of his wagon to haul goods to the depot. The man who made many acquaintances during a short residence departed between two days, leaving some pertinent reminders of his financial and friendly standing, no helping hand being extended to hasten his departure. Strange are the ways of man, if not stranger—than woman's.

The duty of citizens is to first care for families, then their home town, county and state.

We are judged not by the poetry we applaud but by the plain prose we apply.

Once there was a man who was all amiability—and nothing else.

Another Cut On Rubbers

We make the following cut on Rubbers subject to change without notice: We will allow in addition to the regular discount on Wales-Goodyear, 25-5-3 per cent. and on Connecticut 25-10-5-3 per cent., an extra 6 per cent., if payment is made promptly on December 1st. All orders already placed with us will be taken care of at the above prices.

Herold-Bertsch Shoe Co.
Grand Rapids, Mich.

MEAT MARKET

How Danish Bacon Is Prepared and Handled.

One of the most remarkable features of Danish bacon is its great uniformity of excellence, very few really bad sides of bacon being put upon the market. The Danish sides are characterized by a light shoulder, a light neck, good length and a large proportion of lean meat. In addition to this the sides are well trimmed and placed upon the market in a very attractive form.

1. How do the Danes maintain this uniformity in their product?

2. How do they produce such lean bacon?

3. To what extent can they increase their output?

It was with these questions before me that I sailed in a Danish steamer from Harwich, on the east coast of England, and landed in Esbjerg, on the west coast of Denmark, one fine morning in July. For a person not familiar with the Danish language, it is no easy matter to collect information, although one who knows what he wants can take in a good deal through his eyes in spite of the fact that his ears are of comparatively little use. However, through the aid of interpreters, I was able to pick up a few points here and there which are not without value.

The question regarding uniformity is very easily answered. One has only to look over the hogs of the country and the methods of marketing to understand very thoroughly how it comes that Danish sides of bacon resemble one another very closely. There are three classes of hogs in Denmark. First, there is what is called the "Danish hog." In color, bone and general conformation of body it strongly resembles the Yorkshire, although perhaps the shoulder is nearer to that of the Tamworth. The neck is light, the jowl is also light, and the snout long and somewhat coarse, while the ears are large, thick and drooping. It is claimed for this hog that it is more vigorous and an easier feeder than the Yorkshire. Next we find the large Yorkshire, which is imported from England, bred pure at certain centers and used for crossing on the native pigs. The breeders of Yorkshire agree with the government to keep nothing but pure bred Yorkshires on their farms, and in return for this they receive some financial aid from the government to help defray the expense of importing. The third class is the market hog, or the cross between the Yorkshire and the Danish type. It is claimed that the cross-bred pigs make a better quality of bacon than either the pure Danish or Yorkshire, and the animals which I saw were certainly of a very desirable type. Of course, a certain number of pure Yorkshire and pure Danish hogs find their way to market, but the greatest bulk of Danish

bacon comes from the cross-breds, as already described.

Another important point in connection with securing uniformity is the method of marketing. The most important factories of the country are co-operative concerns. They are located comparatively close to one another and practically every farmer markets his own hogs. Each man's hogs are slaughtered separately, and after they are slaughtered they are graded, and he is paid for his hogs according to the quality of the bacon they produce. Of course, this means a great deal of work at the factory, but it seems that the results more than compensate for the extra labor. When we remember, therefore, that the Danes do not have the great variety of types of hogs that we have, and that strict account is kept of the quality of each farmer's hogs when he markets them, it is very easy to understand how they maintain such a high degree of excellence in their bacon.

The second question is not so easy to answer, although the foods used are, for the most part, conducive to producing a large proportion of lean meat. It will be remembered that Denmark is a butter making country, and that practically every farmer who raises hogs also keeps cows and feeds the skim milk to his hogs. There is, as a rule, a fixed relation between the number of hogs fed and the number of cows kept. Because grain is dear, and because skim milk is a by product, and consequently cheaper than almost any other food at the farmer's disposal, there is little encouragement for the farmer to feed more hogs than his supply of skim milk would warrant. In addition to skim milk, barley is largely fed, although other grains are sometimes used, and in some districts corn is used to a considerable extent. The use of corn, however, is looked upon with disfavor by the packer, and I understand that less corn is fed at the present time than was fed a few years ago. It is quite probable that the breeding of the hogs has something to do with

the amount of lean meat, and the breeding combined with the feeding of skim milk probably constitutes the answer to the second question. It is a noticeable fact, however, that the market hogs are allowed very little exercise. In fact, about the only hogs that are allowed any exercise worth speaking of are the breeding sows, which are given the run of small lots. Land is too valuable to allow of pasturing, and a hurried trip through the country might give one the impression that there was not a hog in it.

The question regarding the possible increase in the output of Danish bacon is one which does not admit of a definite answer. One can judge merely by what he sees, and by certain indications in connection with this industry in Denmark. One thing which is very suggestive is the fact that there are a number of factories in Denmark at the present time which have been forced to close their doors, and others are running at a loss, not being able to obtain enough hogs to make their operations profitable. At the time of my visit the farmers were receiving about six and a half cents per pound, live weight, for their hogs, and they were complaining very bitterly that the price was too low to admit of profit to the feeder. When the price declines to the neighborhood of six cents the tendency is for the farmers to curtail their operations in feeding hogs, and the best authorities I could find estimated the cost of producing bacon in Denmark to be six cents per pound, live weight. Taking this fact in connection with the insufficiency of hogs to support all the factories we would naturally infer that it is not likely that the Danes will expand their output to any great extent. As stated before, there is a

relation between the amount of skim milk produced upon a farm and the number of hogs fattened. This fact tends to act as a check upon the expansion of the business of producing bacon hogs; and, as soon as the price declines, feeding operations are naturally curtailed, as previously stated. —John D. Barnes in Canadian Grocer.

How To Make Permanganate of Potassium Tablets.

It does not pay to manufacture them in a small way. There is danger of an explosion, and it is very difficult to clean up the machinery afterwards. It is better to buy them unless you want a very large quantity, and even then you might get special rates from some big manufacturer. As a rule it does not pay to manufacture tablets out of chemicals containing a large amount of oxygen, except on a very large scale by manufacturers who are specially adept in the various manipulations. If you still think it desirable to experiment with it and take the chances, consult with the man who sold you the tablet machine as to the best method and precautions.

Tom Willets.

Mr. E. A. Stowe,
Editor Tradesman.

We are much aggrieved that our advertisement in your paper has not caused everybody to use Alabastine, the Only Durable wall coating. True, we now have thousands of steady users and satisfactory customers recommending Alabastine to their friends, but will you not say to the rest of the people that we want them, and ask them to write us for delicate card of tints, circular describing Alabastine and color plans sent absolutely free? Alabastine Co.

OFFICE AND LIBRARY FURNITURE

February Special

No. 450 Roll Top Desk, Solid Oak, 50 inches long, 46 inches high, 30 inches deep, and has Double Row of Pigeon Holes. Price only \$14.85—worth \$22.00.

Illustrations mailed upon request.

"Our References" "The MAN with a GUNN."

SHERM-HARDY SUPPLY CO., Grand Rapids, Mich.

YOU CAN'T FOOL A BEE



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

Karo CORN SYRUP



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

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

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

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

CORN PRODUCTS CO., New York and Chicago.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.

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

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

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, February 1, 1905

LUCK OR WHAT?

Is there such a thing as luck in the business of life? is a question often discussed.

It is common to say that there is no such thing, and that business success is a mere matter of industry, energy, attention to one's affairs and the exercise of good judgment. Since judgment can only be acquired by experience, it is plain that many mistakes must have been made before such a mature judgment can be acquired.

A writer in the January Cosmopolitan declaims against the possibilities of luck and declares that there are as many chances for each individual as against him. He sets forth as an evidence, that if a coin is poised on the forefinger, and is sent revolving through the air, it strikes the floor, rebounds, rolls, tips to one side or the other, travels an ever-narrowing spiral, and finally falls on one of its two faces. No one can foretell which face will come uppermost and if, in 1,000 experiments, we found that one face was presented in much more than 500, we should conclude that the coin was unequally weighted.

It is claimed that the likelihood of success in any series of undertakings would be the same for every individual where there is no manipulation to change the natural sequence or the operation of legitimate conditions. Of course, a man who bets at any gambling game takes risks against another man's tricks or manipulation.

In regard to the flipping of a coin, the writer in the Cosmopolitan holds that if the coin is held an inch or two above a table and is flipped very gently, a little practice will enable one to use sufficient force to bring either face uppermost at will. But, just so surely as we can correlate the force of the finger to the resistance which the coin will meet upon striking the table so as to determine the result, just so surely is there a correlation between a greater force, with a greater fall and a greater resistance upon striking and rolling along the floor, and the resulting "head or tail."

That is what every man who bets against somebody's game must ex-

pect, and any consideration of luck must come in where there is no such manipulation. The man who by a concurrence of circumstances over which he has no control, as, for instance, the stopping of a street car by some obstacle wholly unexpected, is made to miss a railway train by which he was going to travel and is thereby saved from a wreck which in all probability would have caused his death, enjoys a turn of fortune which was denied to all the others who were killed in the train wreck.

Two men bore for oil in the same vicinity, with no knowledge of what is under the earth there, and with no experience in judging of oil-bearing localities, and while one brings in a gusher, the other has a dry well for his pains. The writer knows two men, equally inexperienced in gold mining, who went to digging in a Western gold field. One of these men struck one of the richest mines in the world, while the other was unrewarded for his toil and outlay, and yet in the judgment of experienced miners the barren mine was to all indications by far the more promising.

These are instances which can never depend upon the sequence of chances like those that are seen in the flipping of a coin, and they seem to give emphasis to the notion long entertained that fortune favors some at the expense of others, or even that Divine Providence selects those who are to be the recipients of good gifts.

A man's success in life does not depend entirely on his character and behavior, or his industry, attention to business, his sobriety, intelligence and economy. He may possess every quality of honesty, intelligence, knowledge of business and devotion to it, and polite attention to all with whom he deals, and he may yet work hard for a living to the end of his days. There is something else which intervenes to make some men rich and powerful when they seem to possess no special fitness, while such favors are withheld from others. It is not all chance.

The general supposition is that there are only a few circuses traveling around this country and that they can all be counted on the fingers. This is true of the big ones, but there are a lot of little ones and other styles of tent shows that meander around when the weather will permit. A dramatic paper recently gave the names and addresses of 118 circuses and other road shows that are now in winter quarters. It would be just as well for the public if a good many of them would stay there and, for that matter, just as profitable to their proprietors.

From Boston comes a denial of the oft-repeated lament that "the little red school houses are disappearing from the hills of New England." Troops of strange children pass in and out their doors, but the work done within their walls continues to bear good fruit. Many alien races now people the rural districts of New England, but the little red school houses may make them all good Americans.

WILL CHINA AWAKE?

One of the possible results of the present war in the Far East, which people friendly to Russia profess to dread, is the awakening of China, that vast but helpless Empire which has been kicked and cuffed by all the great powers, but which still wields a powerful influence by reason of its very bulk, its vast population, exclusiveness and imperviousness to modern, or, to speak more properly, Western civilization. We hear much of the "yellow peril" and the dire results that might follow to Western nations should the great yellow race be aroused from its lethargy, but it is but fair to assume that much of this alleged dread is due rather to possibility of trade losses than to a belief that the yellow races would ever become bold enough to invade Europe or even drive Europeans out of Asia.

Despite her exclusiveness and dislike for European methods, China long ago recognized the necessity of equipping herself with Western arms and naval armaments and of drilling her soldiers after European methods. Accordingly, despite the injustice she has suffered at the hands of most European countries, China has employed European military instructors, particularly Germans, believing that the Germans represented the highest development of the modern military art. It must be recognized, however, that these foreign officers were employed simply because they were useful and necessary, and not out of any love for them or the countries they hailed from.

Recent reports from China state that all the German and other foreign drill masters and instructors in China are being dismissed and their places are being filled by Japanese officers. The reason for this is simple. China has learned that the Japanese have acquired a mastery of modern military science and, being Orientals themselves and of distant kin to the Chinese, the latter naturally prefer them to European officers.

With Japanese drill masters will the work of awakening China progress more rapidly? That is the point interesting everybody. Experience has proven that the Chinese make good soldiers when properly led, as they have no lack of courage or intelligence. The commercial idea is so dominant in everything in China that it has been so far found impossible to keep it out of the army, to the great detriment of military discipline and efficiency. While he is brave enough, fighting is not the Chinaman's natural bent, hence it will require something more than mere military instruction to build up an efficient military machine in China. Example is contagious, however, and the great success of Japan may induce China to realize how much military training and the general adoption of European methods would mean for her vast empire. If that awakening should occur, then the influence of the Japanese drill masters would prove of momentous importance, but something more substantial than mere prowess in war

is needed to induce the Chinese to change their habits of thought and action.

What may happen in the more or less distant future, should the Chinese, under Japanese tutelage, awaken to the possibilities and demands of modern development, is one of the unknown factors in world affairs which must not be dismissed without consideration. The Japanese have astonished the world by the success with which in little more than a quarter of a century they had adopted and made use of European methods in civil government and war.

Japan is now one of the most formidable of the world's military powers, and if China should in the course of time be brought to such a state of development, it is not too much to say that the two yellow nations would dominate Asia, and possibly drive the Europeans entirely out of the Far East. This is at least a possibility, and one not to be pooh-poohed.

The first man Adam was also the first man to lay the blame on a woman. That bad example has been followed a good many times since Adam's day. A recent example of it is that the women of the United States are held responsible for the disastrous strike at Fall River, where thousands of operatives were thrown out of work and great hardship and suffering resulted. The Fall River mills formerly not only made calico, but made money thereby because large numbers of American women wore it and were satisfied with the fabric. It seems that lately some other sort of cloth has taken the feminine eye and calico has gone out of fashion, with a corresponding decrease of price. It is all on account of the women. If they will only wear calico again, Fall River will be happy and prosperous.

American manufacturers have received large orders for chain cables from both the Japanese and Russian governments. Chain cables for holding ships' anchors and crane chains for railroad constructive work are wanted by both governments in quantities that will tax the capacity of American plants for some time to come. That both combatants find it necessary to come to America for the same class of supplies is a gratifying tribute to American chain makers.

The introduction of the automobile in this country has brought with it the adoption of several French words. The English language contains four times as many words as the French and it would seem as if in all the multitude there ought to be enough to answer every purpose, and if not, it would be as easy to coin new American words as to borrow French ones.

The cost of education is increasing along with the cost of living. Harvard and Yale universities contemplate raising the fees for tuition. With all their endowments the big universities, it might be thought, should be able to keep down the price of knowledge.

ROAD TO SUCCESS.

The Way Pointed Out by Several Millionaires.

Before the young man takes to his heart the advice offered by any of the world's great millionaires as to how to succeed, he will do well to decide whether the kind of successful career at which he is aiming is one to which riches are incidental, or whether their achievement is to be his sole end and aim. In other words, whether he wants to become a rich man of the new or the old fashioned type.

In a lecture to his son's bible class "the richest man in the world" said: "I spoke just now about the struggle for success. What is success? Is it money? Some of you have all the money you need to provide for your wants. Who is the poorest man in the world? I tell you the poorest man I know of is the man who has nothing but money, nothing else in the world upon which to devote his attention and thought. That sort of man I consider to be the poorest man in the world. Money is all right if you know how to use it.

"Now, let me leave this little word of counsel for you. Keep a little ledger as I did. Write down in it what you receive, and do not be ashamed to write down what you pay away. See that you pay it away in such a manner that your father or mother may look over the book and see just what you did with your money. It will help you to save money, and that is what you ought to do."

While this "little word of counsel," as Rockefeller called it, would fit in equally well with either of the "schemes of success" outlined by the present classes of millionaires, its practice would probably be of greatest benefit in helping a man to learn first of all what he most wants.

Charles M. Schwab is perhaps the most extreme type of the modern way of making a great fortune. One day after he had risen to be general manager of the Carnegie Steel Company a gentleman from England walked into the office and offered him a larger salary than the President of the United States receives if he would take charge of his English works. Mr. Schwab refused, but did not tell Mr. Carnegie. Some months afterward Mr. Carnegie heard of it and took pains to say to Mr. Schwab that he must not think of it.

"It is not what I want," he replied.

"What is it you do want?" asked Mr. Carnegie.

"To be a partner in your company," said Mr. Schwab.

To know what he wants most in all the world and to put his whole heart and boundless energy into getting it is the first rule of all the advice given by the new school of millionaires—advice in which money saving only figures as a means to an end.

"In the first place," says Mr. Schwab, "I always stood upon my own feet, always relied upon myself. It is really a detriment to have any

one behind you. And then there was one thing that I discovered early, and that was that it would be well to make myself indispensable. When I first went to work for Mr. Carnegie I had over me an impetuous hustling man. It was necessary for me to be up to the notch to give satisfaction. I worked faster than I otherwise would have done, and to him I attribute the impetus that I acquired."

A friend once said of Mr. Schwab, "As soon as I talk with him for five minutes when he is serious I have an irresistible desire to grab my hat and go and do something. His energy is contagious." Schwab himself declares that energy is the first requisite for success. "It is energy that wins," says he. "Ability is worthless without push. If I had to choose between the two I should prefer to be energetic. A man with great ability and no energy accomplishes far less than one who is energetic with little ability. You know with sufficient velocity you can fire a stick of candy through a two inch board.

"The best requisite for success in life is to be born poor. The best luck I ever had was to be born with good mental powers and good physical constitution, that thrived on the hardest kind of work. I had enough hardships and trials, and I would not give up the experience of a boyhood barren of luxuries and paved with difficulties for any amount of money."

More comprehensive but along the same lines is the advice given by Senator Clark. "After having carefully determined upon an occupation or a profession, which choice should depend largely upon qualifications and congeniality—for a man must have his heart in his work if he is to succeed—the most essential elements for pursuit of a successful career are fixity of purpose, unceasing industry, temperate habits, scrupulous regard for one's word, faithful performance of every promise, perfect system in business, so as to be in close touch with details, putting off nothing until to-morrow, courteous manners, a generous regard for the rights of others, and above all integrity which admits of no qualification or variation. Then there must be unflinching courage to meet and overcome the difficulties which beset one's pathway. If all these qualifications are not inherent they can be and must be cultivated. Quite a host of qualifications, but the boy to make a thorough success in life must have them."

Perhaps leading more certainly if more slowly to the goal of riches is the advice of the old fashioned type of millionaire, which makes the handling and saving of money the sole incentive and which misses the developing influence of a more comprehensive aim. "My money system," says Hetty Green, "is sound, and best of all it is put into practice. It is not a theory to be ignored. If you owe a man a dollar—pay him a dollar—a good dollar on the day it is due. Don't pay him a dollar and a quarter, and don't try to pay him

ninety-nine cents. Then he will know that you are either a knave or a fool.

"There are two kinds of young men. One intends to take care of his money and the other intends to let his money take care of him. It isn't worth while giving advice to the second, but to the first, who is a young man of sense and perseverance, I should say keep out of Wall Street. He is foolish to attempt any kind of speculation. If he has any money to start with let him invest it safely and go to work and make some more. I attribute my success chiefly to the rule of buying when every one wants to sell; selling when every one wants to buy. There is a price on everything I have. When that price is offered I sell. I never buy anything just to hold on to it. Industry, determination and principle are essential to the young man who wants to be successful in business. He must be willing to go to bed late and get up early. He must not waste time in thinking how much work he is doing, but must keep his mind on the end he has in view. He should keep his strength by sleeping well and eating regularly, and a little social recreation will not unfit him for his work."

Russell Sage advises men who hope to be ultimately rich to spend a number of years getting experience in a business which, in itself, cannot be expected to yield the fortune that is sought. "The ordinary young person starting out in life," he says, "who wishes to become wealthy had better first embark in the shoe business, the merchandise commission business, the grocery business, or something like that. He will not have much chance of becoming a millionaire in these businesses, I know, but the experience of men, markets, and the times, which he will thus gain in commerce, will enable him to be successful when later on he launches into speculations with which he hopes to reach millionairedom.

"Economy is the first element of success. The only thought a young man needs to spend upon his wardrobe is to look out for bargains and get all his clothes, hats, shoes, underwear, at the lowest possible price. Every young man should watch the clothing market as closely as a Wall Street broker watches the stock market. Let him be on the lookout for bargains and he is fostering a business trait which augurs well for his success."

G. R. Clarke.

Ground for Complaint.

An English farmer, who was complaining terribly of a bad harvest, met the minister of the parish and, as usual, proceeded to hold forth on his favorite topic.

"Ah, yes, Farmer Giles," said the worthy parson, "you have, I must confess, good cause to complain, but you must remember that Providence cares for all, and that even the birds of the air are provided for."

"Ay," said the old man, significantly, "aff o' my corn."

Love increases by labor.

Incentive to Self-Denial.

John Wanamaker tells that his first incentive toward self-denial came to him with his first pennies. "The first money I received," he says, "was seven copper cents, which seemed to give me the idea that if I was ever to do better than my comrades I would have to learn to save." The small wages he got while in his first position in a publisher's office he saved religiously. At the same time he developed the faculty of spending generously and effectively when he chose, as a pretty story is told of his buying his mother a present every pay day, which, although small, was really a substantial one as compared with the pay he earned.

His first large sum of money was both acquired and expended along the same lines. In the few years in which he worked in a clothing store and acted as Secretary for the Y. M. C. A. he saved \$2,000. He and a friend with the same amount of capital decided to start a clothing store of their own. The way in which he handled his capital at this time seemed like the most reckless extravagance to his business contemporaries. He engaged as a salesman one of the best men he knew, to whom he offered a salary of \$1,350, which he had to guarantee for the first year out of his capital. He again drew on his expense account by taking this salesman with him when he went to New York to buy goods. The association with this salesman was his investment upon which he expected to realize in credit. The result was even more successful than he foresaw.

G. R. Clarke.

Good, Frank Assurance Pays.

Assurance is a good thing, and is a first-rate quality in any man. It must not be too conspicuous on all occasions, as not infrequently observed in men who have an overabundance. One candid interpretation of the quality is "cheek."

Assurance is the degree of manner that a man convincingly carries with him when he really knows a thing and is intent on carrying it through no matter the odds. Just as an illustration:

A young man left a prominent university with a degree of engineer in his pocket. He saw an advertisement calling for an experienced man to assume the management of the New York branch of a large engineering firm. He applied. "What is your experience?" was the first question asked. The young man had none, but his assurance was not of the sort that would let an opening slip his grasp. "I know I am the man you are looking for," he insisted, when the duties of the position were made known. The youth got the place and has every prospect of a good start on a chosen career.

Usually the man who screams loudest that he will die for his country is the very man who makes her support him and his family if he gets his little finger scratched in a toy-soldier engagement.

THE PRODUCE MERCHANT.

His Mutual Relations With the Retail Grocer.*

When your honorable committee asked me to speak at this meeting it was suggested that I talk about the Relation of the Commission Man to the Retail Grocer, but commission men, in the strict sense of the term, have practically passed into history. Partly owing to their dishonest methods—of course Grand Rapids commission men have always been honest—and partly because their sources of supply have been uncertain and unsatisfactory they have either been compelled to abandon soliciting goods on consignment or have made the commission feature less and less a part of their business.

There is a very good reason for this changed condition: Any individual, farmer, merchant or corporation who has an article of real value or merit does not need to consign it; he can usually sell it at market price. It is the article of inferior or uncertain value or merit that goes begging for a purchaser, and such it is that is usually consigned. Because the commission man does not pass some magic wand over these inferior goods and hoo-doo his good customers into purchasing them at the market price for first-class stock he is called thief, robber and many other exceedingly complimentary names by the consignee when he receives his account sales and remittance.

Consequently I prefer to talk about the Relationship of the Produce Merchant to the Retail Grocer, and what I shall say will be spoken without any intentional reference to myself or my own special line of business.

The produce merchant is a middle man in the same sense as the wholesale grocer or jobber in any line of merchandising, and he is becoming more and more of a necessity in every community of any considerable size. He goes out into the open market, selects and buys what his trade requires and rejects inferior or unsalable stock. Now, he very seldom sends quotations broadcast to farmers, country merchants or collectors of produce. When they have anything to offer they write or telephone him; or when he needs goods he communicates with them in a similar manner.

It is his province to gather from every clime such articles of food as contribute to the necessities of the poor and the pleasures and luxuries of the rich. The products of farm, field and garden are his to collect, classify and distribute, and jobbers of these articles are naturally divided into two classes:

1. Jobbers of fruits and vegetables.
2. Jobbers of butter, eggs and cheese.

Jobbers of fruits and vegetables perform a two-fold service for the retail grocer. First, they bring to this market in carlots such tropical products as the retailers can handle. They furnish the grocers not only

these tropical food necessities, but also delicacies and luxuries in such quantities as they desire, even although it is always attended with considerable financial risk and oftentimes loss to the jobber.

Have you grocers ever thought how unattractive your stores would be without Southern vegetables; without oranges, lemons, bananas, pineapples, Malaga grapes, watermelons, figs, dates, nuts, etc.? You might just as well try to keep store without sugar, tea or Sears' crackers. They are all indispensable, and I know whereof I speak, especially in the cracker line.

Have you ever thought how you would be able to secure these goods if it were not for Mr. Vinkemulder, Mr. Hewitt and the other fruit men? When you have been tempted to

jobber can furnish you as good, if not better, goods more regularly and nearly as reasonably as you can secure them from irregular and uncertain sources of supply. It should be his constant study and business always to have these seasonable products on hand, to have them arranged, classified and put up in such shape as will enable the retailer to handle them with the least possible expenditure of time and effort and also loss of goods. Wherever possible he should furnish you these articles in bundles, rolls, bunches, pounds, quarts, sacks, baskets or carriers ready for sale to consumers in unbroken packages.

For example, why could not a bean jobber furnish you with sacks of beans to retail at 10, 15 and 25 cents apiece, and why could he not

dumping ground for all that is impure and unholy in dairy butter. He receives it in broken and unbroken jars and rolls, barrels, tubs, baskets, pails and boxes, wrapped and unwrapped, colored, uncolored, multi-colored vari-colored, carrot-colored, Wells-Richardson-colored, salted and saltless, milky and milkless, sweet and sour, and strong, attractive and repulsive, leeky and cheesy and salty, crumbling and stinking, all dumped in together, the bad making the good bad and the good making the bad good, and all forming one unattractive mass of unwholesomeness. We should all rise up and call the farmer's wife blessed for the skill that she displays in such butter-making. If it is true that "variety is the spice of life," she is surely furnishing us with a whole lot of spice in the butter business. Sometimes I think it is all-spice and no butter.

It is one of the butter jobber's most delightful occupations to sort, test and select from this unharmonious whole of repulsiveness the pure, sweet, saleable table butter and furnish it to the retail grocers. You will probably never know the thoughts of his mind or his profanity concealed and expressed as he goes through a barrel of such butter, smelling, tasting, swallowing, absorbing, expectorating as he examines every roll and jar. All this is done the better to serve the retail grocers and to satisfy the dairy butter jobber's conscience. Do you retail grocers fully appreciate our loving service? In spite of all this we wax strong and grow fat.

Of course the above description is slightly overdrawn, but it gives you a faint idea of the rosy side of the dairy butter business. We receive quantities of dairy butter that reflect credit upon the farmers' wives and country merchants. It reaches us carefully wrapped in parchment paper or cloth, the good in one package, the poor in another. Such goods always command a premium and are always desirable, but the dairy butter business by itself is not a business. It is either a feast or a famine, and there are always so many odds and ends that the retailer never knows whether he makes or loses on dairy butter. Of course, there will always be some good dairy butter, and it is the butter jobber's business to sort it out and furnish it to the grocers. They can not afford to buy country store run of butter. They should buy it sorted and guaranteed, and return it to the jobber if not up to their requirements.

During the last year or two a great change has been wrought here in the butter business. The former prejudice against renovated or process butter has been very largely dispelled from the minds both of the grocers and consumers. They have learned that it is a pure, wholesome, moderate priced article, made from melted, washed and re churned dairy and that they can sell and eat it without loss of life, reputation, digestion or self-respect. I feel that the butter jobbers of Grand Rapids have rendered good service to the retail grocers in handling and pushing ren-



C. D. Crittenden

complain of the prices asked by these men for these products have you ever thought how much it would cost you to get the same goods from the same source of supply in such quantities as you individually need? Have you ever considered in what condition the goods would arrive should you attempt such a foolish thing? You would be compelled to cut out nearly all these goods were it not for the jobbers of Southern fruits and vegetables in Grand Rapids.

The second and less important service the jobbers of fruits and vegetables render Grand Rapids retail grocers is in collecting, sorting and delivering to your stores the products of Michigan farms and gardens. Some of you prefer to buy direct, and in some cases this is a wise thing to do; but in general the

furnish them at so much per case or barrel in these sacks all put up ready to hand out to your customers? You would buy them at a certain price and without any loss off in weighing or measuring you could count your profits absolutely. This same idea of converting bulk goods into package goods can be carried much farther than it is with a great saving of time and money to the retailer, and the jobber in every line who pushes the package idea and puts up, handles and talks package goods instead of bulk goods is rendering a great service to the retailer and making money and a reputation for himself.

The jobber of butter, eggs and cheese is in a class by himself and in some respects his is the meanest business on earth. His store is a

*Paper read by C. D. Crittenden at Seventh Annual Banquet Grand Rapids Retail Grocers' Association.

ovated butter. Many dealers who formerly would handle nothing but dairy can not now be persuaded to touch it.

I wish to say in this connection, sell it for what it is. Tell your customers, if they ask, that it is renovated butter and remove their prejudice by telling them how it is made and how pure and wholesome it is. Do not dwell at length upon what it was before, but upon what it is after.

Perhaps the time will come when creamery butter will never average more than 20 cents at wholesale and 25 at retail. If it does, both jobbers and grocers will push it and dairy and renovated butter will be in small demand. From an ideal and economic standpoint there should be no dairy or renovated butter. Every community should have its skimming station or creamery. Butter making should be a lost art to the farmers' wives. Its expense and labor on every farm should be abolished. The farmers would be better paid, the public would be better served, the country merchants would be happier, the jobbers would be less profane, the retail grocers could sell all kinds of butter out of one tub because there would be but one kind, and the critical housewives and great consuming public would eat butter, pure and wholesome creamery butter.

The cheese business in Grand Rapids is capable of great development. The time is not far distant when full cream, brick, Limburger, Swiss and other special makes of cheese will be handled almost as commonly as full cream Michigan. The taste for strong, well-cured, odoriferous cheese is cultivated, especially the odor, and is increasing year by year. The cheese jobber should not only keep and push these common kinds of cheese, but can develop considerable trade for the finer and imported articles.

The jobber of eggs can render the retailer most valuable service. He collects them from country shippers, case count. They consist of rots, pops, spots, slops, cracks, checks, pickled, boiled, baked, guinea, pigeon, pullet, fowl, rooster, broilers, cold storage, new laid, old laid and slickers. His candlers divide these into the above classes and he furnishes the retailers whichever class they desire.

"Why has no poet turned his lyre to thee,
Oh, hen, producer of the tempting egg?
Is it because thou hast not power of flight,
And dost not cleave the cloud on tireless wing?"

If on the score of plumage birds are hymned
Thou in thy various breeds hast feathers fine,
And trim and trig and neat thy figure is."

When first thou piped thy pearly tinted shell,
And came into this world a fuzzy ball,
Did thou then know how useful thou wouldst be,
How we could praise thy greatness, one and all?"

As we assemble on feast days to eat,
Do we not relish thy sweet, juicy meat?
And when we lie on thy soft beds of feather,
We praise thy virtues, one and all together.

The gift of the gab will not do the work of the grace of God.

Real Reason for High Price of Sugar.

An Eastern refiner thus advises his local representative relative to the sugar situation:

You ask me to inform you relative to the raw sugar situation. This, of course, is always a difficult task, as it is only one man's opinion and we are all of us liable to be sadly out of the way at times in what we think of the market. The present sharp advance in raw sugars is, as you know, because of the shortage of this year's beet crop in Europe and the feeling of the sugar world that there is not enough sugar to go round until the first of next October unless the consumption is diminished. The consumption of sugar in the United States will be nearly filled by the supply from our own country and Cuba, together with the West India sugar that is more or less bound to come to this market. The real key of the situation rests with Europe. Refiners here can not afford to allow Europe to draw from us any of the Cuban supply and, consequently, we are obliged to raise our bids to a parity above the price that would allow these sugars to go to Europe. If we succeed in holding all this sugar there will be some considerable sugar that must come to us from other countries in August and September. The natural supply will be from Java, but, on the other hand, Europe is actually short of sugar and is bidding for this crop against us. The question is, How high will European speculators force the market and when will they begin to anticipate the decline that must come to reach the parity of prices in October? There is already more than one cent difference between our prices now and next October prices. It is quite likely that this difference may be considerably increased, but when the drop comes it will be quite likely to be sharp and quick.

In the meantime all that buyers can do in this country is to watch the situation sharply and govern themselves by events as they transpire. We shall know by the latter part of April how large an acreage has been planted in beets for the

coming crop in Europe. Present indications point to 15 to 20 per cent. increase over this year. The acreage of the year that is past did not yield a normal quantity. It is only fair to suppose that the coming year is likely to give a normal supply. If this is the case we are likely to see from one million and a half to two million tons more sugar produced in Europe than the last crop, and if this takes place prices will be very much lower next fall. The thing to guess on is how soon Europe will begin to anticipate this, and you can guess just about as well as I can.

From my standpoint, the position of the article during the coming summer looks very difficult. People will be facing a decline and yet must secure sufficient supplies of sugar to keep their trade going. This, of course, will have its effect on the apparent consumption. Another feature to remember is that these high prices tend to diminish consumption even in this country.

The "Good Man."

There was a man in town yesterday who formerly worked in Grand Rapids for a hundred dollars a month. He now receives a salary of \$10,000 a year, and he doesn't work as hard as he did when he lived in Grand Rapids.

This man is no great genius; he is simply a "good man," and there are thousands of such. Being a "good man" means that a man is industrious, loyal, intelligent and well-behaved. It is easier to be a "good man" than it is to be a "bad one." There is a scarcity of "good men," and those who are patient and work away the best they can are always recognized and substantially rewarded. The man who never does his share, who is willing to impose on his office or shop associates, never comes to the front.

The point we desire to emphasize is that it is easier to be a "good man" than it is to be a "bad one."

You must live, so why not live in the easiest way? The easiest way is to be a "good man." That is, to do your work faithfully, intelligently and honestly and treat yourself and others right.

Embalmed in Glass.

In order to preserve the features of those who have died it is proposed by a Russian to embalm corpses by casting around them a solid mass of glass. This would be perfectly transparent, and as no air could get in the features would be preserved indefinitely. Of course, it is not possible to pour molten glass directly on the body, so it is first coated with a thin covering of so-called "liquid glass," or sodium silicate. This is allowed to harden and forms a protective coating. The body is then put in a mold and melted glass poured around it.

Waiters on Wheels.

One of the curiosities of Salt Lake City, in the eyes of the many visitors who have passed through the town recently, is the sight of the messenger boys riding bicycles easily along the streets with heavily laden trays on their heads. To Salt Laker this seems quite natural; it is a sight they see every day, and have seen for years, but to the stranger it is a quaint novelty.

"Burying the hatchet" after a quarrel is all right; but it is better not to be in a hurry about erecting a tombstone over it.

Stand up for home trade. Build up every industry of your own town in preference to those of other places.

Some people would have faith even in a matrimonial agency run by an old maid.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.



Time for the Annual Clean-Up in Shoes.

This is the time of year to have a house-cleaning in the shoe department.

You should begin now to wage relentless warfare upon all winter goods, such as high-cuts, heavy double-sole shoes, etc., and never let up until every pair has been converted into money.

It is a common mistake for a shoe man to hesitate about sacrificing profits on a winter shoe when the snow is falling, but it is a fact that the major part of your winter shoes were sold before Christmas, and no matter how much cold weather we may have from now on until spring, you will find that your customers, who make a distinction between the seasons in regard to footwear, have, for the most part, been supplied and what you have remaining on your shelves will be pretty apt to stay there unless you make a special effort to move them.

It's almost heartrending to mark a \$3.50 shoe \$2.75, just because it happens to have a double sole, is calf-lined and the upper stock made out of heavy material, and a snow storm raging at the time, but, honest now, isn't it better to do it now than to wait until the flowers bloom in the spring tra la, when nobody on earth would have any use for that kind of a shoe?

Now is when they can be sold, if ever, and now is the time to push them and when we say push, we mean it.

Have the clerk instructed to show such a shoe to every customer he waits on, and expatiate fully upon the winning points, and if he falls down on his first customer, go at the next one with renewed efforts.

What we long for, hope for, preach for and pray for is a clean shoe stock at the beginning of each season, and all our efforts are directed to that end. We don't want winter shoes carried over into summer, nor summer shoes carried over into the winter season, and we advise a sacrifice of part of the legitimate profits to the end that everything shall be done in season.

And we have ample authority for the stand we take. In addition to our own experience we refer you to the majority of the large city stores, who make a special effort to get rid of winter shoes in January and February. The colder the weather may be the harder you should push and the more responses you will have to your insistent efforts to get rid of heavy goods at a sacrifice.

We are located in a city that sells an enormous amount of shoes in the course of the year, and the retail stores are a credit to any city on the face of the globe, and this is the way they dispose of their winter shoes:

Immediately after New Year's they inaugurate what they call a winter clearance sale. They take every double sole shoe in the house and put a 10 per cent. P. M. on it, after reducing the price about 10 per cent.

This system prevails through January, regardless of the weather.

February 1 they mark every double-sole shoe in the house at net cost, plus 10 per cent. for expense of handling, and give the clerk a 25 P. M. instead of 10 and advertise them in the daily papers, besides making a window display of them. They determine to get them out of the house before the spring buying commences and are willing to sacrifice profits to do so.

You say, "Oh, well, they can do that in the city, but it would be impractical here in the country."

We reply that we do not expect you to do business on as large a scale as the big city stores, but the same principle that applies to their business will apply to yours, and you can do just as well, in proportion to the amount of business you do, as the store that sells from one-half to a million a year, and you can profit by their experience. They have more expenses proportionately than you have, and if they have found it expedient to cut prices on winter goods in the coldest weather of the year, you can certainly derive benefit from so doing.

We will suppose, for instance, that you have ten pairs of high cuts on hand; the same number of calf-lined, double-sole shoes which retail at \$3.50, and a few pairs of \$2.50 heavy-sole shoes. That is enough to represent about one hundred dollars actual cost. Don't you think it would be better to have that hundred invested in seasonable spring goods, or lying in the bank than to have it tied up in that class of goods?

Besides you can make a very creditable display of them in the windows and on tables provided for the purpose.

Have some neat tickets printed and put them on the different assortments, and don't buy any more for this season.

It is better to miss a sale occasionally than to have several dozen pairs of shoes that cost you from \$2 to \$3 to carry over until the next season.

Too little importance is attached to a few remaining pairs of each line that are carried over from season to season.

You look over your stock and only see ten pairs of this, sixteen pairs of that, eight pairs of this, etc., and you think you have a pretty clean shoe stock, but if you take the trouble to count up the money these few pairs represent, you will be appalled, and will hastily come to the conclusion that you could better afford to have that amount lying in the bank drawing only 2 or 3 per cent. interest than to have it tied up in unseasonable shoes.

Make it a point to let each season provide for itself and get in the habit of never carrying anything over from one season to the next.—Shoe and Leather Gazette.

To Meet Unfair Competition



In the Rubber trade for Fall as there is a disposition on the part of some jobbers to offer an extra 5 per cent. to **special** trade, we take this means of informing **all** our trade that we solicit your rubber orders on

Boston Rubber Shoe Co. goods in addition to the regular 25-5-3 and Bay State Rubbers in addition to the regular 25-10-5-3, that we will give an additional discount of 5 per cent. providing payment is made promptly on December 1st, 1905.

On Leather Top goods we allow you a discount of 7c a pair, which equals the 5 per cent. on the Rubbers, if payment is made promptly on December 1st.

"This offer is made subject to change without notice." On your rubber orders already given the same above discount will be allowed.

We solicit your Rubber orders for Fall.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

DON'T let another season pass without giving yourself the satisfaction of knowing that you have given your customers the most value for the money. They are the ones to whom you are indebted for the success you have met with and the ones who in turn are entitled to the **best** the market affords.



By giving them the **Banigan Rubbers** you not only give them the strongest rubber made, but you fortify yourself in their appreciation and confidence when buying another pair—goods behind which stands a reputation of half a century—goods that are so well known for their quality, fine finish and workmanship. Consider well before deciding on this year's business.

We would like to serve you.

BANIGAN RUBBER CO.

GEO. S. MILLER, Pres. and Treas.

131-133 Market St.

Chicago, Ill.

Some Reasons for the Recent Advance in Shoes.

The raising of shoe prices is a vital question. The issue is so great that a wide difference of opinion is inevitable. This is not a time when any one connected with the shoe trade should cling to an opinion against reason, nor on the other hand should new theories be accepted without consideration.

There have been times when the leather markets advanced and it became necessary for manufacturers to revise their prices for shoes, but before the advance became established leather weakened and declined and the advance movement in the shoe trade was thoroughly defeated.

Retail shoe dealers are not in close touch with the hide and leather markets and are therefore dependent upon what they read in the trade papers and what is said to them by shoe salesmen for information regarding the market conditions affecting materials used in manufacturing shoes.

In all the great staple lines of trade raw materials fluctuate frequently, but retail prices to the consumer seldom change. It is evident, therefore, that there must be more than an ordinary upheaval in the raw material and wholesale markets before retail shoe prices can be effectually advanced.

The Journal believes that its readers who are retailers of shoes will be interested and benefited by a presentation here of the essential facts upon which the argument for higher prices is based:

In the fall of 1903, when there was almost a panic in Wall Street, the hide markets rapidly declined. The collapse of inflated stocks had little effect upon the general business, but it caused hides to decline because they are a cash commodity. Tanners frequently buy from six to ten carloads of hides at a time and hides at to-day's prices cost about \$5,000 a car. The decline in hides was welcomed by the trade but it soon appeared that hide quotations in the United States had sunk below the world's level of values. It also developed that the supply of hides throughout the world had decreased and European importers and tanners at once began to buy hides in the United States, attracted by low prices. During the fiscal year ending June, 1904, exports of hides from the United States amounted to 32,727,643 pounds, against only 9,372,737 pounds for the same period ending June, 1902. As showing the decreased supplies of hides throughout the world, it appears that the imports of cattle hides into the United States for the fiscal year ending June, 1904, amounted to 85,370,168 pounds, against 148,627,907 pounds for the fiscal year ending June, 1902.

At the same time that the exports of hides were increasing and the imports of hides were decreasing, the exports of leather, shoes and other leather goods from the United States were increasing. The exports of leather, shoes, etc., for 1904

amounted to \$33,980,615, against \$29,798,323 for 1902.

Another important consideration is the fact that the production of hides at the great slaughtering houses in Chicago and other Western cities decreased in 1904 more than 300,000. At the same time all reports from dealers in country hides indicate that the local butcher and farmer kill of cattle is very much less than in previous years.

It is pointed out in connection with the statistics that more hides and leather and leather goods have gone out of the country, fewer hides have come in and smaller quantities of domestic hides were produced, that the population of the United States is increasing at the rate of more than one million a year and that owing to the increase of wealth and prosperity the consumption of shoes and other leather goods is much greater than ever. These statistics furnish the basis for the movement to raise the so-called "fixed prices" at which shoes are sold at retail. There are, however, circumstances that tend to delay if they do not ultimately prevent a complete revolution in prices.

There are men in both the wholesale and retail branches of the shoe trade who profess to believe that the talk of changing prices has no logical basis whatever. The Journal, after the most thorough investigation, is convinced that there is every reason to suppose that shoes will continue to cost more to manufacture and that ultimately it will be impossible to escape a general advance in retail prices or what amounts to the same thing a serious depreciation of quality.

The evidence that hides and skins are in less supply throughout the world is ample and convincing, and since animals are slaughtered for food and not in response to the demand for hides it is difficult to see how the supply of raw material is likely to be increased to any considerable extent in the immediate future.—Shoe Trade Journal.

Formula for Prosperity for 1905.

The Soda Fountain gives the following formula for prosperity for 1905: To one gallon of honesty add one quart of unadulterated charity and three pints of unselfishness. Stir briskly with the spoon of generosity. Pour in slowly two gills of kindness, six ounces of cheerfulness and simmer gently over the slow fire of forgiveness. Set away to cool and then skim off envy, jealousy and malice. Replace over the fire and add one quart of the milk of human kindness. Put in a dash of love and serve one ounce with everything you dispense. Garnish with smiles and the result will be gratifying.

The saddest day in man's career, although he may be slow in learning it, is wherein he finds an easier way of gaining money than by earning it.

It is a wise man who knows when he has talked enough. Too much flavor spoils the broth, and too much talk can spoil the best argument.

Special Discount

of 5 per cent. for prompt pay on Dec. 1 on the

Glove Brand Rubber

"The Best Rubber Made"



Don't lose sight of the big game by following the "cent" too closely.

Our regular discount on GOODYEAR GLOVE RUBBER is 25-3-5 per cent.

On the RHODE ISLAND it is 25-3-5-10-5 per cent.

In addition we offer a special 5 per cent. for prompt pay on Dec. 1 for fall orders immediately given.

Hirth, Krause & Co., Grand Rapids

Manufacturer
Shoe

The original line of

**Guaranteed
Patent Colts**

\$2.75

Light and Heavy Soles.

Bluchers and Bals.

Glove Calf Top.

Goodyear Welt.



- 975. Blucher Bal., Lenox Cap Toe, Single Sole.
- 976. Blucher Bal., York Cap Toe, Single Sole.
- 977. Blucher Bal., Bronx Cap Toe, Single Sole.
- 982. Balmoral, Victor Plain Toe, Single Sole.
- 1000. Balmoral, York Cap Toe, Single Sole.
- 989. Blucher Bal., Bronx Cap Toe, Three Soles.
- 995. Balmoral, York Cap Toe, Three Soles.

Carried on C, D and E widths. Send us your mail orders.

C. E. Smith Shoe Co., Detroit, Mich.

The Box of Shoes in the Garret.

"If you're not going downtown this morning, John," she said, "won't you come up garret and look over that box of old shoes with me?"

"Oh, but I've so much work to do," he replied as a frown settled upon his usually placid face.

"That's always the way," she retorted as a retort while her lips puckered into a pucker. "I never ask anything, no matter how little, but that you never have the time, or put it off until later, or 'don't bother me with such things,' or some such answer as that."

"But, my dear," he began.

"No, I won't, but my dear I—"

"But—"

"But, indeed! Will you look over those shoes with me or won't you?"

"No, my dear, I will not look over the shoes with you. I prefer to use my eyes. But I will investigate their condition in your company and decide as to their fate, or their respective fates after consultation with you in each instance if such is your desire."

"Such is my desire."

And thus it was always that their quarrels were settled, and hand-in-hand they mounted the attic stairway.

He removed the neatly nailed together cover from the 24-pair carton case, which was a gift from the Enterprise Shoe Store, which went out of business two years before, and uncovered the consignment.

There they lay, pressed in together, fine old kid lying huddled against the bluff old grain, the pathetic soles of the old party slippers with run over heels sticking straight up from the general mess, while here and there a bit of dingy color showed where were the remains of what had once been a man's embroidered house slippers.

"Why not dump the whole lot into the ash can?" ejaculated John, looking aghast at the conglomeration.

She made no answer except to give an imperious little direction which meant, "dump them all out on the floor."

He interpreted correctly and the mass of old leather lay on the boards.

She picked up a shoe carelessly. "Why, John," she said, "the shoe I was married in. I had actually forgotten how they looked. Just think, papa paid eight dollars for them and now look at them."

John looked, obediently. "Ever had a pair since that cost as much?" he queried.

"Of course not. We couldn't afford it. And neither could papa, for that matter, but he was so indulgent that when I liked them he couldn't refuse me."

"It must have seemed good to a man with four daughters to think that it was the last pair he'd have to buy for one of them, anyway."

"Oh, papa never felt that way about us. He often said he'd be glad if none of us would ever marry."

"Em-m!"

"Now, what shall we do with them?"

They look pretty shabby to wear any more, and yet they're too good to throw away, and I can't bear to give them away. I would feel awfully to think of any other woman wearing my wedding shoes, wouldn't you?"

"Horribly."

"I think we'll just keep them. They don't take up much room. Oh, aren't those your old dancing pumps? Just think of you ever having worn those."

"By jove, I believe they are. I had a pretty neat foot in those days, didn't I?"

"Oh, I don't know. It was an awfully heavy foot, I remember, when I was trying to teach you to waltz."

"I don't know—I don't know. Well, I used to have some great times in those old pumps. Remember the time the Cordon-Bleus opened that new house out in Lifeburdenville?"

"Yes, and you and I sat out almost every dance on those funny, winding stairs."

"Em-m, yes. Only there was one that you sat out with Gus Little."

"Yes, and one when you walked in the garden with Clara Scads."

"And you got mad at me."

"And you acted like a silly goose about me, and—"

"Well, will you look at those? Aren't those Tootsie's little shoes?"

"I believe they are—yes. See the buttons. Let away out at the top for his fat little ankles."

"To think of Toots ever having worn anything as small as that."

"He did, though," (plunging his hands into the pile and burrowing). "Here's a pair he outgrew, and had to throw aside two years ago. Look at them. I don't see how the child could lug them around."

"He? Why that kid could lug a ham on each foot and then get to second base before the ball could. He's a horse."

"Now, there's his first little pair of rubber boots. Weren't they cute?"

"Well, what are those things?"

"Why, dear, those are the slippers I embroidered for you that first Christmas; don't you remember?"

"Did I ever wear those things?"

"Those things. Why, they were as pretty as they could be. I worked every stitch of them myself, and you wore them every evening after you came from the office. Don't you remember one time when some one came to call and you ran to change them, and I felt so badly because I thought you were ashamed of them, and you kissed me and wore them while the people were calling, and—"

"Gosh, yes. What a man will go through with when he's first married, won't he?"

"If I were dead and gone, then you'd look at them with tears in your eyes."

"I think I would. They're enough to make anybody weep."

"You horrid thing. You haven't a particle of sentiment, have you?"

"Not over hand worked slippers of home manufacture."

"What shall we do with them?"

"Save them for me to weep over after you are gone. There, don't



Honest Leather Wins

Skreemer Shoes are the best known shoes for men on the market. They are stylish, up-to-date shoes at a popular price. Only the best material is used in their manufacture and your customers will not be slow in finding this out. We want one retailer in every town to handle the Skreemer Shoes and you will be lucky if you become this retailer.

They are quick sellers and profit earners.

We are distributors for the Skreemer Shoes and carry a complete stock all the time. We can fill your orders instantly. Write to us and our salesman will call on you.

MICHIGAN SHOE CO.
DETROIT, MICH.

Search the world over you will find no better rubbers than

HOOD'S

For first grade,

OLD COLONY

For second grade.

**"Old-Fashioned Quality
New-Fashioned Styles"**

If you are out for business ask us.

We are sole agents for Michigan.

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

cry. We'd better keep them. When I've got you yet, I can't get very sentimental over an old pair of slippers."

"Yes, and when I'm gone and you have another wife you'd never even think of them."

"Why, yes, I would. I'd get them out and show them to her and say, 'There, what do you think of that for embroidery? My first wife did that. Isn't it fine?'"

"Here, what are you throwing those in the rag bag for? Didn't I tell you I wanted to keep them?"

"Well, I guess no second wife is going to have a chance to poke fun at my work."

"Oh, well, you better put them in the missionary barrel, anyway. There is a good deal of wear in them yet."

"Yes, and think of some cannibal on the alligator islands wearing them around. Never mind. If you don't care for them any more, let them go with the rags."

"All right. Oh, I say, aren't those the dancing slippers you used to wear?"

"Why, of course they are. The dear little suede things. Don't you remember you got them for me to match the party gown I had made to wear to the Charity ball for the fire fighters?"

"And to think that you could ever have gotten your foot into that."

"Could? Why, I could now. How you talk."

"Bet you a pair of gloves you can't."

"I'll take you."

She sits down on the box, slips off her old house shoe and begins to tug and strain at the slipper.

He—"Needs French chalk, I think."

She (breathing hard)—"It isn't unlaced enough."

"Why, there aren't any laces in it."

"So there aren't. Well, I'll bet you the gloves back again that you can't get into the pumps."

"No, thank you. I know I could not. That's one difference between a man and a woman. A man is usually willing to admit the size of his feet, and that they do sometimes grow, but a woman—"

"Never mind. Never crow over a victory."

"All right. Let us go on looking over the junk. Really, those heavy shoes of mine that are simply too shabby to wear ought to be given away, where they will do somebody some good."

"You always said that you wanted those saved in case you went fishing sometime."

"That's so. I must go fishing next summer. Seems as though I never had time for anything any more. I really oughtn't to be taking time for this. Now, here are those patent leathers, not half worn out, but good enough for office wear. We really better give those away."

"Why, no. You said we'd save those for Toots to wear for common when he got a little older."

"Oh, so I did. But if his feet keep

on growing he'll go by them like a trolley by the end of a farm lane."

"Why, what are you doing?"

"Repacking. We've sat here mooning for twenty minutes, and we have not disposed of a shoe. I guess the garret is big enough to hold the stock for awhile yet."

"Yes, but I've been meaning to have this done for weeks, and weeks, and now it isn't done at all, after all."

"But we've sort of enjoyed it, though, haven't we?"

"I don't know but we have. But promise me one thing."

"I promise."

"Yes, but you don't know what it is yet."

"It doesn't make any difference."

"Yes, but I want you to know what you promise."

"Well."

"I want you to promise never to look these over with your second wife."

"Ain't goin' to be no secon' wife."

"I know, but if there should chance to be?"

"All right, I promise. And now you promise?"

"What?"

"That you'll bring your second husband up here and dare him to wear those embroidered slippers."—Ike N. Fitem in Boot and Shoe Recorder.

No Chances for These.

There will be no chances this year for

The idler.

The leaner.

The coward.

The wobbler.

The ignorant.

The weakling.

The smatterer.

The indifferent.

The unprepared.

The educated fool.

The impractical theorist.

Those who watch the clock.

The slipshod and the careless.

The young man who lacks backbone.

The person who is afraid of obstacles.

The man who has no iron in his blood.

The person who tries to save on foundations.

The boy who slips rotten hours into his schooling.

The man who is always running to catch up with his business.

The man who can do a little of everything and not much of anything.

The man who wants to succeed, but who is not willing to pay the price.

The one who tries to pick only the flowers out of his occupation, avoiding the thorns.—O. S. Marsden in Success.

The man who insists that business is only business is apt to prove that religion is only humbug.

Picking flaws in the church will not patch your own conscience.

The hypocrite's religion is the most repulsive of all his traits.

Competition Didn't Trouble Him.

A physician riding along the street in Detroit one day met a ragman blowing his horn and calling out: "Ray-ags! Ray-ags!" Farther on he met another and sang out to him: "Well, uncle, I guess you've struck the wrong street this time. There's another man just ahead of you." Most unconcernedly the man replied as he pushed on his cart: "Oh, dot don'd make no differings. I haf mine own gustomers."

The wit of the Irishman is proverbial; so also is his love for a "scrap." As an illustration of the latter characteristic a credible witness gives an account of an incident which happened in a certain Irish community in Michigan: The funeral of a young man was in progress and just as the coffin was about to be lowered into the grave a disturbance near by attracted attention. It proved to be a dog fight. The friends and mourners, as well as the rest of the company, immediately forsook the grave and gathered around the combatants. One of the dogs belonged to the father of the deceased young man, and he, of course, was one of the most deeply interested spectators. When his dog had vanquished the other one he enthusiastically called out: "I'll bet five dollars that my dog can lick any dog in the county." Then the concourse returned to complete their sad duties.

Religion is a mighty good thing when it isn't used to cover over a lot of bad intentions.

Mack the Mechanic



Mack the mechanic, who makes machines, is a man who always says what he means. And you may bet with all your might what he says is surely right. And if you bet you cannot lose. For Mack says **HARD-PAN** are the shoes to use.

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

Write us for reasons why.

Herold-Bertsch Shoe Co.,
Makers of Shoes Grand Rapids, Mich.

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.

For \$4.00

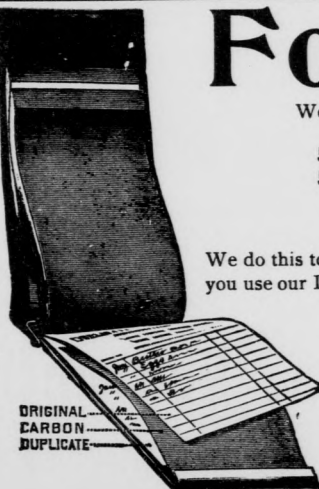
We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

A. H. Morrill & Co.,

105 Ottawa Street,
Grand Rapids, Michigan



The Cool, Level Head.

You may be smart, sharp, shrewd, cunning, long-headed, you may be a good scholar, very clever—even brilliant—but are you sound? That is the question everybody who has any dealings with you will ask. Are you substantial, solid? Have you a level head?

Everywhere we see men who are very brilliant out of work, plenty of sharp men who wonder why they do not get responsible positions, comments "Success." But people are afraid of these one-sided, poorly-balanced men. Nobody feels safe in their hands. People want to feel that a man in a responsible position can keep a clear brain and level head no matter what comes, that he can not be shaken from his center no matter how much influence is brought to bear upon him. They want to be sure that he is self-centered, that he is sound to the very core. Most people overestimate the value of education, of brilliance, sharpness, shrewdness, which they think can be substituted for a level head and sound judgment.

The great prizes of life do not fall to the most brilliant, to the cleverest, to the shrewdest, to the most long-headed, or to the best educated, but to the most level headed men, to the men of the soundest judgment. When a man is wanted for a responsible position, his shrewdness is not considered so important as his sound judgment. Reliability is what is wanted. Can a man stand without being tripped; and, if he is thrown, can he land upon his feet? Can he be depended upon, relied upon under all circumstances to do the right thing, the sensible thing? Has the man a level head? Has he good horse sense? Is he liable to fly off at a tangent or to "go off half-cocked?" Is he "faddy?" Has he "wheels in his head?" Does he lose his temper easily or can he control himself? If he can keep a level head under all circumstances, if he can not be thrown off his balance, and is honest, he is the man wanted.

As Many Chances As Ever To Achieve Success.

"I take very little stock in all the talk that we hear nowadays about opportunities for young men to rise in the world becoming fewer," recently remarked a gray-haired merchant.

"I don't mean to say," he went on, "that competition in these days is not brisk or that sometimes it does not require a big bunch of capital to swing some particular line of business with success. What I do mean is that, given industry and pluck and a fair quantity of healthy 'gray matter,' there are dozens of ways by which a young man can get along in the world and reach one of the upper rungs of the ladder. Let me illustrate by citing the career of a young chap that came under my observation: He originated on the West Side somewhere and was early forced to shift for himself. When he was about 16 years old he got a job on one of these fruit and vegeta-

ble wagons that you see in residential sections of the city, and, being quick and bright, it did not take him long to find out that there was money in the business. He set himself to work, accordingly, to save money in order that he might have a wagon of his own. This, however, on the slender pay that he got, proved to be very uphill work; and so one day he came to my office—he had made my acquaintance by his frequent hawking on the street where I live—and he bluntly asked me if I would not help him to buy the needed outfit. He said that he knew he had no claim on my confidence, but that I was the only person he knew who was able to aid him; and he was very anxious to go into business for himself. Something about the young fellow attracted me—his frankness, perhaps, and his evident desire to amount to something—and without a scrap of handwriting to show that he owed the money I let him have \$150, the sum that he wanted.

"It is not necessary to lengthen out a short story. Within a year that young man not only paid back the whole of my loan, but through his thrift and the close study of his business he had managed to make enough to buy another horse and wagon. That was six years ago, when the chap had just turned 20, and to-day he is the owner of a dozen horses and wagons and has some thirty men and boys in his employ. His business now covers nearly everything in the way of fruits, vegetables and fish that are likely to be bought off of a

wagon; and he told me the other day that within a year or so more he will put at least half a dozen more wagons on the streets. He himself now devotes his time chiefly to buying stock for the wagons and keeping watch of the way that the men in charge acquit themselves.

"Go to that young fellow—who is still under 27 years of age, mind you, and with no advantages in the way of education—and tell him that the existence of trusts no longer permits young men a chance to rise in this country, and he will give you—pardon the slang—the 'merry ha-ha.' He knows better."

Success in life comes from finding out what the world wants and then supplying it in a style and quality a little better than others have done or are doing. The world will pay for your picture, your book, or your statue if you only do the work well enough.—Elbert Hubbard.

Grip is better than graft.

"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.

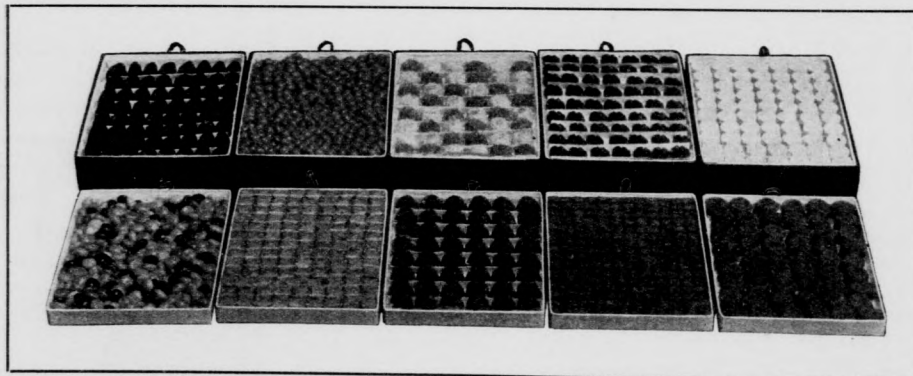
Tanglefoot is Sanitary
Ask for Tanglefoot

Profit? Over 120 per cent. to you.

This is the TEN STRIKE Assortment

Which we want to place in every store in Michigan.

Special Feature—A Display Tray with Every Box.



It will double your candy business.

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

45 Highest Awards
in Europe & America

Walter Baker & Co.'s



COCOA
—AND—
CHOCOLATE

are Absolutely Pure therefore in conformity to the Pure Food Laws of all the States. Grocers will find them in the long run the most profitable to handle, as they are of uniform quality and always give satisfaction.

GRAND PRIZE

World's Fair, St. Louis. Highest Award ever given in this Country

Walter Baker & Co. Ltd.
DORCHESTER, MASS.

Established 1780

DOES IT PAY.

To Tell Your Wife All About Your Business?

Just how far should a man take his wife into his confidence? Should he make her his confidant in business affairs and keep her constantly informed as to the exact state of affairs at the office, telling her when business is bad and when it is good, when complications and troubles threaten, and when the way is all smooth and clear? Or should he keep his business and his wife separate, never allowing one to have cognizance of the other, never "troubling" his wife with information concerning his business affairs?

A woman speaking at the recent women's congress said that a business man should leave his business at the office and that discussion of business affairs in the home circle should be completely forbidden.

"The husband rents an office for the express purpose of having a place where he can attend to his business and where his business will be confined between four walls. He has a home because he wants a haven where he may rest and seclusion from the buffetings of the commercial world. The two can not go together; and such benefit as a man might receive from his wife's advice on business matters would be more than nullified by the loss of complete rest which he should have during the evening."

But another speaker, to offset this verdict, related how her husband when confronted with any serious business proposition or question during the day would say: "For certain reasons I would like to think over this question before deciding. I will send you an answer in the morning." During the evenings he would discuss these questions with his wife and in the mornings would have an immeasurably clearer and better view of them to help him in his decisions.

"It is not so much that my advice helps him in these affairs," said this woman, "as it is that in the discussion of these things with me, in explaining and stating the facts to me, he himself manages to get a clearer aspect of the whole and is able to decide to better advantage. His success in the business world testifies that he has lost nothing by devoting certain hours of the day to confiding in me his business affairs. I know just how his business stands. I have known at all times when he was near to failure and when prosperity came to him in exceptional measure. What my advice to him in these affairs is worth I do not know, but I know that he has never had cause to regret his course in this regard, and in a business career of forty years has managed to steer always in the waters of prosperity."

"Our confidences and discussion of these matters have in no way interfered with our home life. Our home circle is just as informal and homelike as are those of our neighbors where the subject of business is tabooed entirely in the house. In fact, I am sure that our mutual un-

derstanding of each other's affairs has resulted in keeping us closer together than is the case with most married couples. Business discussion in the home is a bugaboo only when it is regarded as such."

But even this woman's roseate story of a married life full of happiness and business discussion will hardly serve to convert every one to a belief in the advisability of bringing the latter into the home. There are men and men, and women and women, also families and families, and what might prove only a means to draw the bonds of the family circle closer and closer in one instance would result in disagreement, quarreling and, eventually, catastrophe in another.

Aside from the question of how much the wife's advice may serve to help the man there is that one as to how many wives will care to take any interest in such discussion and, even if they do, how many of them will not find fault with their husband's business policy and grow vexed because their advice, contrary to his best ideas, is not heeded. Added to this thenotorious inexperience of most women in business makes the array against the policy of the business man making a confidant of his wife a formidable one.

As an instance of where it was, to say the least, inadvisable for a man to talk shop at home is cited the story of a young business man of the city whose affairs had run into financial straits. It was during the time when money was a scarce article on the market. Although the man was doing a rushing business accounts which should have been long paid persisted in remaining unpaid and new ones were constantly added to them. Duplicate bills, letters of threats and even entreaty failed to bring in the required money, and the creditor for lack of ready cash seemed about to be a candidate for bankruptcy proceedings.

At this stage of affairs his wife, to whom he had trustingly confided the tale of his trials, put on her best costume one day after her husband's departure for the city, and going to the firms who owed her husband money begged them to "pay up," as her husband "was beginning to worry something awful." This is one home where now all discussion of business topics is studiously avoided, for the husband in this affair has not to this day forgotten how his business associates received the story of how he was "beginning to worry."

A practical business man, a fairly successful merchant, once said in commenting upon this question: "Two heads are, of course, better than one, but in business it is essential that both wear stiff hats. There is no better illustration of this fact that I can think of than the case of a friend of mine who delighted in occasionally confiding to his wife when his business was particularly prosperous. Her constant comment when these remarks were made was: 'Oh, I'm so glad; now we'll be able to take a good long holiday, won't we, dear?' Recently, when the markets

fell sadly and this fact was made plain to her, she said: 'There you go again, harping on the market. It's a wonder you don't want me to come down to the store to live.' It must be admitted that things of this sort are extremely disconcerting to a man who looks for help and advice in his helpmeet."

That some women realize their lack of experience and do not pretend to be able to follow their husband's affairs is shown by the statement of a prominent club woman:

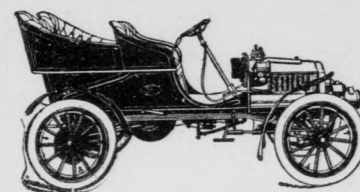
"When my husband is downtown at his business I feel that he is like a soldier gone to a war in a strange country, where I have absolutely no place," says she. "I don't understand what he is doing there, but I understand well that I can be of more service to him by making a place of comfort and rest out of our home than by any advice that I might volunteer."

But another couple comes to the fore with the assertion that they, after trying the non-confidant scheme, have decided that it is not well for man and wife to live together and not impart to each other each and every secret that may be in their possession.

So it would seem that the question of whether or not to discuss business in the home is one entirely of individuality. It may or it may not be "all right." The only way to find out is to try it. Then one will either be glad or sorry that he did.

O. H. Oyen.

New Oldsmobile



Touring Car \$950.

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

Adams & Hart

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



This is a picture of ANDREW B. SPINNEY, M. D., the only Dr. Spinney in this country. He has had forty-eight years experience in the study and practice of medicine, two years Prof. in the medical college, ten years in sanitarium work and he never fails in his diagnosis. He gives special attention to throat and lung diseases making some wonderful cures. Also all forms of nervous diseases, epilepsy, St. Vitus dance, paralysis, etc. He never fails to cure piles.

There is nothing known that he does not use for private diseases of both sexes, and by his own special methods he cures where others fail. If you would like an opinion of your case and what it will cost to cure you, write out all your symptoms enclosing stamp for your reply. ANDREW B. SPINNEY, M. D. Prop. Reed City Sanitarium, Reed City, Mich.

The Winter Resorts

of

Florida and the South California and the West

Are best reached via the

Grand Rapids & Indiana Railway

and its connections at

Chicago & Cincinnati

Two Through Cincinnati Trains
Three Through Chicago Trains

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

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

G. R. & I. Ry.,

Grand Rapids, Mich.



Market Conditions in Shirts, Collars and Cuffs.

No season ever started more auspiciously than has the spring of 1905 for shirts. Every possible sign that might be interpreted as favorable to the satisfactory progress of trade is dwelt upon at length. The utmost significance is attached to every move made by retailers, and their present position with regard to stocks is defined as most encouraging in its bearing upon the outlook. That very few, if any, of the big department stores in the country have held sales of stiff-bosom shirts this month is pointed out as indicating that the absence of such sales is due to the inability of the buyers to find merchandise. It is true that a great many more dozens of stiff shirts of fancy and dress kinds were sold this season than for some time, and retailers have comparatively little on hand of this class of goods. But buyers explain the scarcity of merchandise as the result of manufacturers not anticipating a good season with sufficient stock to meet the demand. However, both sides of the market are gratified with the excellent prospects thus presented for stiff shirts next fall, and are happy in the thought that they will not be caught unprepared for the next season, which is so full of promise for a big run on both fancy and white stiff bosoms.

But it is not alone the scarcity of desirable stiff stock that augurs so well for the immediate future, as does the early demand which manufacturers are experiencing for strictly spring shirts. While the makers are still busy making up stiff shirts on order for sale this season, they have had retail calls for negligee shirts for this and next month. Retailers failing to get stiff bosoms for January and February sales gladly availed themselves of such soft stock as they could pick up. One large buyer, operating in the interest of three large stores, told the writer that last year he had placed his order for 300 dozens of shirts to be made up for his January and February sales, and because he could not find enough desirable stiff-fronts he had quite a number of dozens in his order made up with fronts reinforced with a fold or two of coarse butcher's linen, so as to give his customers something in the form of semi-stiff fronts at least.

During the early and middle part of the month, when the weather was of the most wintry sort, and at one time while most of the country was in the throes of a severe snowstorm, manufacturers reported that they were getting calls from retailers for early shipments of soft shirts, to be delivered immediately, although the orders specified delivery for March.

The fall and winter season has been remarkable for the large sales of white shirts throughout the country.

Although soft fronts in both plain and pleated styles continued very popular and appear not to have fallen off in favor, many more stiff shirts than formerly have gone into consumption.

In the imported shirtings brought out for spring there is a much larger variety of checks and plaids shown than was the case a year ago, when, as was noted in these reports, these patterns were being revived. The new season is looked up to as favorable to excellent business in both checks and plaids of plain and fancy types, in both woven and printed materials. To go into detail on the pattern and color styles of the materials of the season would be simply repeating what has been previously described in this department. The same character of effects and patterns has been reintroduced. Very noticeable, however, is the decided tendency toward neatness of pattern and delicacy in color schemes, whether the colors are solid or multi-combinations of harmonizing and contrasting shades. The new madras materials are prettier for the silky finish that has been imparted to them, and the oxfords for their softness of texture.

New leather shades, or cuir colors, are prominent in the season's new color schemes. So also are the new blues, greens, heliotropes, pinks and pearl grays, which are more refined tones than were the same colors brought out a year ago.

It is interesting to note that the custom shirtmakers, whose assortments of shirtings are made up of high-grade imported novelties, are showing an unusually large variety of materials particularly adapted to the making of negligees, including the soft laundered pleated fronts, which are destined to be well favored for business wear for spring by fastidious dressers.

The custom trade is now making for its customers plain and pleated soft-laundered shirts of fancy woven materials in light and color grounds with white linen cuffs. The style, it is declared on the best authority, is destined to run well into the spring season, and it is considered very much smarter than having the cuffs match the material used in the front. It is an extravagant fad, but nevertheless just such a fad as the man who can well afford to patronize the expensive shop might be expected to indulge in. He is ever on the qui vive for something that indicates a wilful expenditure of money, and it troubles him not that white cuffs soil more quickly than colored ones. He dotes on indulging himself in something which may not be quickly imitated by the man in the street.

In some of the high-class novelties brought out for spring the shirt fronts have a center pleat effect showing broader treatment in the patterning than is seen in the rest of the bosom. Buyers commenting upon these styles say they look too much like the front of a night shirt to ever become fashionable.

Cuffs, when attached to the shirt, are somewhat narrower than the styles put out last year. The reason

for this, according to the makers, is that when the attached cuffs become soiled, detachable cuffs can be worn over them and thus the wearer may get a day or two more of service out of the shirt before making a change. —Apparel Gazette.

The First Telephone.

Chicago is claimed as the birthplace of the telephone. The instrument was the invention of Henry C. Strong, a journeyman printer and a veteran of the Civil war, who had served in the 93d Illinois. Before the war he had learned telegraphy in New York City. It was during the war that the possibility of using a closed circuit on a Morse instrument and transmitting sounds of the human voice by it occurred to him. As early as 1872 he interested the Chaplain of the regiment, the Rev. C. M. Barnes, in his theory. In 1875 he set up the instrument, which he called, "the Goodyear single-coil telegraph sounder," in the rooms of the Howser School of Telegraphy. To the amazement of those present at the experiment, Strong succeeded in securing communication with a station many miles away.

Despise not small things. Diamonds and rubies are never as large as cobble stones, but in the commercial world they are a million times more valuable.

Some man coined the phrase, "A little education is a dangerous thing," but it all depends along what lines one is educated.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

1232 Majestic Building, Detroit, Mich

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

AUTOMOBILES

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

Michigan Automobile Co.
Grand Rapids, Mich.

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

The William Connor Co.

Wholesale Ready Made Clothing Manufacturers

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

The Founder Established 25 Years.

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

Bell Phone, Main, 1282

Citizens' 1937

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

THEY FIT

Gladiator Pantaloon



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

Mouths of Financiers Tell Their Character.

All financiers do not have the same kind of a mouth and all do not carry on their financial operations on the same basis or for the same reason or with the same results. One financier is vital in the development of his money schemes and another is mental; one makes money and loves his fellow man, another makes money by walking over the dead body of humanity. One is healthy and wealthy and another is wise and wealthy; one is happy while he makes his gains and another is miserable, and there is no feature where these characteristics show more plainly than in the mouth.

The tendencies, aims, capabilities, accomplishments and possibilities of the financier may be known by a study of his mouth. Independence, strenuous endeavor, strong determination, persistent ambition, thoroughness, commercial daring may all be read there, and if with these the nature has any cruelty or selfishness or jealousy or irritability, it makes its appearance in the lines that are or are not about the mouth.

Stuyvesant Fish, John D. Rockefeller, Andrew Carnegie, John Pierpont Morgan, James J. Hill and H. H. Rogers are noted makers and users of money. No one of these men would be the same with any other mouth.

An interesting study and comparison of this particular feature of these different men may be made. John D. Rockefeller has a selfish mouth. It shows weak digestive organs. The entire countenance of Mr. Rockefeller shows a worried appearance, indicative of weakness in digestion. He is a deep thinker along the lines of finance and is not generous except in a large capacity. He is far more liberal where societies and universities are concerned than he would be for his stomach or his wife. His mouth indicates a good financier, and his purse will be full, but his digestive organs will go bankrupt. His is a cranky mouth. It shows pessimism. The lips are thin and the corners descend. There is compulsion in that mouth. He may be religious, but it is a dogmatic religion. He wants other people to believe as he believes.

In Carnegie the mouth is straight and firm, but has an element of conceit. One sees in it a broad mind and liberality. The lips are firm and one beholds there a person of resolution, a master spirit. It shows appetites and passions well under control. The most remarkable thing about the face is the power of construction it shows where his interests are concerned. On the contrary, he is destructive from the point of view of temper.

The mouth of Stuyvesant Fish shows steadiness of action. The under lip is firm. It is drawn, showing that the man has uniformity of mind. He is particular in his affections. He does not love many. This characteristic is also seen in the chin and the eyes. There is a steady action in the affections, in the intentions, in plans and in the execution of them which is written all over

the face of Mr. Fish. Ambition, strong reasoning capacity are shown and he has in truth a long-sighted mind.

Rockefeller has the head of a financier, as has also Carnegie, but these also make a different use of money and especially are distinctively different in their methods of acquiring it. Rockefeller is pessimistic in speculation and Carnegie is optimistic. Carnegie is more liberal and likes the people and will do more for the people and for the upbuilding of benevolent systems. Carnegie's mouth shows belief in "live and let live." He makes money and is happy. Rockefeller makes money and is miserable. These traits will be seen clearly in the expression of their mouths and also in the different brain development.

James J. Hill has a kind and loving mouth. It shows an unbroken soul and is full of sympathy and affection. He is a silent man and one who yields to good influences, a deep thinker, serious and humane. Whatever he builds he will build well for others as well as himself. His mouth manifests the wholesome species of shrewdness. It indicates the type of man that can sit in his office and take in the situation of the entire concern. It indicates keen interest and a broad mind.

H. H. Rogers has good brain space and is convincing—sometimes unfortunately so. He has a cunning shrewdness, and his mouth suggests that he might make a good means to the end of another man's schemes. Unlike Mr. Hill, he will usually have for his motive himself. He shows large intellect, but not the broad minded kind.

J. Pierpont Morgan has the type of mouth that intimates a dogged nature, and yet back of it all lurks the suspicion of a kind heart. It is the typical type of a ward politician. It declares him a leader of men because he is such a "good fellow." His benevolence is shown to be the street corner type of large sums expended where it will be well known.

The mouth is said to be the interpreter and organ of the mind and of the heart. In repose, as in the great variety of its movements, it is full of complex characteristics. It talks even while it keeps still. All that is necessary is to know its code of expression. The grade of refinement manifests itself in the lips and its absence there can not be remedied by its presence in some other feature. In order to express harmonious character the lips must be of a relative proportion. The wisest and best men have well proportioned upper and under lips. Large lips always denote a gross, sensual, indelicate, and sometimes wicked man.

The cruelty of one money maker is shown in the habit he has of snapping like a little dog at those times when he dare not do more and would like to grind some one under the wheel. Maude Winifred Rogers.

The most dangerous nets are the invisible ones.

The Satisfaction Which Comes With Wearing



"Clothes of Quality"

is the secret of the marvelous success which these justly famous clothes have gained.

The graceful appearance fascinates the eye, the superb wearing qualities hold the admiration of the wearer.

If you have not seen a line of these garments you have missed something interesting.

Prices \$5.50 to \$15.00 Suits and Overcoats

M. Wile & Company

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

MADE IN BUFFALO

Our Overall Line

Now Contains Numbers
at the
Following Prices

\$3 00

3 25

3 50

4 00

4 25

4 50

4 75

5 00

5 25

5 50

6 00

6 50

7 00

7 50

8 50



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



About the Girl Who Has Had Things.

Written for the Tradesman.

As a general thing the sophisticated woman appeals to a man as more enjoyable as a companion than desirable as a wife. He may like to spend his leisure hours in the society of a woman who knows her world, but when he marries he is apt to pick out some gentle creature who has, at least, the illusion of artless ignorance about her, for there is no gainsaying the fact that an impression prevails among men that the less a wife knows the better.

This explains the fascination of the debutante, and the reason why men so often pass by the cultured, elegant, socially experienced woman of their own set to fall in love with some rustic maiden, with whom their marriages are as incongruous as the union of the Sevres jar and the earthen pot. To men ignorance in woman still means innocence and absence of opportunity, lack of desire, when, in reality, they are as far apart as the poles.

Still, this is a mistake that men almost universally make and, strangely enough, the older they are and the less excuse there is for their making such an error, the more apt they are to fall into it. If an old bachelor marries, for instance, he almost invariably picks out some little girl just out of the schoolroom, with the aroma of bread and butter still about her, instead of some woman of his own age who has arrived at his own cocktail state of experience, so to speak.

The average man's ideal of woman is still Eve before she ate the apple, not the Eves who refrain from eating apples because the fruit is bad for their digestion, so when his delighted gaze falls upon the ingenue he says to himself: "Here is the modest little flowerlet I have been looking for! She doesn't know anything about admiration and adulation, like the splendid roses that bloom in the conservatories, and so I will transplant her to the secluded shade of my own home, where she will be perfectly satisfied just to shed her perfume for me. Heaven defend me from acquiring for my own pleasure one of the prize-winning flowers that every man that comes along has admired, for I apprehend that that kind of a woman can not live except in an atmosphere of perpetual adulation, and I do not care for any married belle in mine."

Thereupon the wise man marries a young girl during her first season in society, firmly convinced that because he is the first and only man who has ever made love to her he will be the last and only. This depends upon circumstances. The girl may be sufficiently in love with him to never crave the admiration of any other man, or she may be so

situated as to be cut off from it, and so safe, but the path to the divorce court is kept hot by wives who were married when they were mere children and before they found out how intoxicating is the draught of admiration and flattery and lovemaking that man offers to woman's lips. If a woman acquires a taste for this after marriage, God help her husband, for there is no cure for the married flirt. She may not be a bad woman, or an actually immoral one, but her craving for admiration is like the hunger for opium. It grows by what it feeds on, and there is no limit to the depth of imbecility into which it will lead its victim.

If you will trace back the stories of the infidelity of wives half of the time you will find that the woman was married when she was very young, before she had experienced the thrilling delight of listening to a man's vows of deathless devotion, or had known the subtle sense of power with which a woman finds out that she can sway men by her beauty or her charm. Few husbands ever make love to their wives, and so it is the woman's natural desire for this courtship and this adulation that she has missed that leads her into seeking it away from home and in forbidden paths.

Far otherwise is it with the woman who has been a belle before she was married. She has had her fill of adulation and admiration from men, and it possesses none of the charms of novelty to her. She has heard the verb to love conjugated in all its moods and tenses until it is as wearisome as a school exercise. She has played at the game of flirtation until it has palled upon her, and as a married woman she would no more think of finding amusement in carrying on a surreptitious love affair than a Paderewski would think of grinding out ragtime from a barrel organ. She has had all she wanted. She is tired of it. She has outgrown it. Above all, she has picked out the man she prefers, after knowing many men, and the woman who has been a flirt before marriage may be depended upon to hang up her bow and arrow when she marches to the altar and never to indulge in the sport again.

An old negro woman once put this matter pithily to me when, in speaking of a frivolous matron, she made this excuse for the flighty lady: "You see, honey," said the dusky philosopher, "Miss Ma'y done married befo' she had any of her gal time. Ef it don't come while she's young, it's got to come when she is old. Miss Ma'y is just getting her gal time now." A profound truth is wrapped up in this homely axiom. The reason that the American married woman, as a whole, is more trustworthy than her continental sister is that as a rule the American woman has had her girl time of lovemaking and flirtation and free admiration from men before marriage, while marriage first opens the door to these pleasures to the majority of European women. So, in reality, in choosing a wife, the man who picks out a

woman who has been surfeited on admiration gets a preferred risk. Not so with the man who marries the ingenue who still has her debt of admiration to collect from man.

Another mistake that men make is in thinking that the best way to assure themselves of getting a domestic wife is to marry a woman who has never been in society. Men marry to get a home far oftener than women do. The city man, at least, seldom commits matrimony until he is utterly weary of the daily round of social gayeties, and until the very sight of a restaurant fills him with loathing, and the glare of electricity above the theater door makes him want to run from it instead of into it. In his picture of domestic bliss he sees himself spending the evenings in slippered ease by his own fireside, and the mere thought of being dragged about in a wife's wake to balls and parties and first nights fills him with such terror that he feels his only safety lies in marrying a woman who knows nothing of them.

Never was a more fatal error. There is no other woman in the world who is so absolutely crazy for every form of amusement as the woman who has never known any gayety and who all her life has been starving for it. She is like a man dying of thirst who is suddenly plunged into a river where he can steep himself to the lips. Perhaps she has never been to a ball before, and the intoxication of dancing becomes a frenzy with her that makes

AUTOMOBILE BARGAINS

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

ADAMS & HART, 12 W. Bridge St., Grand Rapids

Attention, Merchants

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

Rapid Sales Co., 609, 175 Dearborn St., Chicago

The Old National Bank

Grand Rapids, Mich.

Our certificates of deposit are payable on demand and draw interest.

Blue Savings Banks

are the best issue.

Interest Compounded

Assets over Six Million Dollars

Ask for our Free Blue Savings Bank

YEAST FOAM

received
The First Grand Prize
at the
St. Louis Exposition
for raising

PERFECT BREAD

her mad to go to every party to which she is invited. Perhaps she has never been to a restaurant before, and the golden streets of the new Jerusalem do not appear so desirable to her eyes as to eat in a gilded public dining-room. Perhaps she has never been to a 5 o'clock tea before, and the inane clatter of women's tongues at a reception is like the music of the spheres of which she can never get enough. I have seen a country-bred wife, whose most potent charm in her husband's eyes was her promise of domesticity, converted as soon as she reached town into the most insatiable of theater fiends, and restaurant goers, and a gad-about, who counted every minute lost that she had to spend in her own home, and who could never, by any stretch of the imagination, understand why her husband preferred to have dinner at home and spend an evening in the library, when he might be eating at a table d'hote downtown and going to see a musical extravaganza.

Nor is there any social climber equal to the woman who has always sat at the foot of the ladder and envied the women who were perched on the top rung. Almost without exception the women of whose insane extravagance we hear, and who bankrupt their husbands trying to break into society by means of bizarre entertainments whose every feature is gold-plated, are women who are not used to society, and to whom seeing their name in the society column of the papers is a new and undiluted joy of which they can not get enough.

Here, too, it is the woman who has had who is the safe matrimonial chance for a man. The girl who has been in society all her life, who has been to parties and balls and theaters until they have lost all charm of novelty, is glad enough to settle down to domesticity, and to find her pleasures inside of her home instead of without it. To the girl who knows her Europe as she does her native town, every excursion does not offer a temptation; having seen the best the stage affords she does not yearn to see every silly play that is put on the boards; having wearied of balls and parties she is glad to turn from them to the abiding pleasures of old books and old friends. Having also a settled position in society she does not feel it necessary to keep herself before the public by spectacular stunts that get her name in the newspapers. This is why we often hear it said of some woman that she has almost dropped out of society since her marriage, but we can depend upon it that she is making some man a good wife, and mighty happy.

Pretty much the same rule will be found to apply to women and economy. Most men are afraid to marry a girl who has been raised rich lest she be extravagant, and there is a theory that if a man wants a saving and helpful wife he should marry a poor girl. Quite the reverse of this is generally true. To the girl who has never had any money at all to spend, the \$2,000 or \$3,000 that her

husband earns seems as unending as the wealth of a Rockefeller, and she is generally reckless in throwing it away, whereas to the girl who has been used to thousands instead of hundreds the husband's small income seems so little that she feels that she must save every cent. Besides this, rich people are habitually better economists, and know better how to get the worth of their money than poor people do, because there are many places in which only the rich can afford to economize.

In the end the question of a choice between the girl who has had the things she desired and the girl who has never had them narrows itself down to the old one of human experience, and the reason that men make so many mistakes in deciding this important question is because they have never yet learned that a woman is a human being. Dorothy Dix.

Hat Made from Wood Shavings.

It is not generally known that many of the handsomest summer hats worn by the women of this country are literally made from wood "shavings." The finest examples of this industry are produced in Japan, these wooden ribbons appearing in many forms, some of which have almost the delicacy and sheen of satin, while others resemble soft and dainty crepes. Only about 1 per cent. of the chip is exported in the form of wood ribbons, the remainder being worked into what is commercially known as chip braid, and which is employed in the same manner as straw braid, that is, for hats, basketry and other fancy articles.

The exports in a single year from Japan have amounted to over \$650,000, the United States being a large buyer. The trade is steadily increasing, with a constantly growing demand, as the industry is comparatively new. While willow is considerably used in Germany, the Japanese manufacturers employ European poplar, spruce, Chinese cypress, cherry, buckeye, paulonia, false hickory and some other kinds of wood. The chip is produced by planing with special tools, the shavings being about fifteen inches long and one and a half in width. The leading forms are known as crepe, thin crepe, striped crepe, scaly crepe, crimped crepe, network crepe, relief figures, pushed, undulated, etc. The product takes dyes readily and is so thin and flexible that daintiest effects in millinery goods can be secured.

There are about one hundred and twenty establishments in Japan at present engaged in this industry, several of the largest sending superb exhibits to the St. Louis Exposition, where they received several gold medals. The Japanese government exhibit also contained quite a pretty collection of women's hats, made up in light and elegant forms, some of which were trimmed with flowers, also made of chips in imitation of wild flowers of Japan.

The annual production of chip braid amounts to 3,000,000 bundles, each bundle containing about fifteen yards, worth in Tokio about 25 cents

a bundle. The exports are largely to the United States and Great Britain, although the chip ribbons or shavings also go to Italy and France and to China.

Oil On the Coffee.

The cup of black coffee had on its surface a little oil. This oil shimmered, it gave forth delicate, changing colors, like oil on water. The man who was about to drink the coffee gazed at it with delight.

"The oil," he said, "tells me all I want to know about the coffee. Now, without tasting it, I am sure it is superb."

"The whole secret of making coffee," he went on, "lies in extracting and retaining this oil. This oil it is which gives coffee its aromatic and delicious taste. This oil it is also which stimulates you, which makes you feel, after you have drunk, strong and gay."

"Good coffee—the kind with the afloat on it—can only be made by excellent cooks. In millionaires' houses or in hotels where they employ French chefs you are likely to get it. But the average American housewife does not know how to make this oily kind of coffee at all."

Why He Had To Wait.

"See here, landlord, must I sit here forever before I get the half chicken I have ordered?"

"Oh, no, sir! I am only waiting until somebody comes and orders the other half. Of course, I can't kill half a chicken!"

We Are Distributing Agents for Northwestern Michigan for

John W. Masury & Son's

Paints, Varnishes and Colors

and

Jobbers of Painters' Supplies

We solicit your orders. Prompt shipments

Harvey & Seymour Co.

GRAND RAPIDS, MICHIGAN

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

RUGS FROM OLD CARPETS THE SANITARY KIND

We have established a branch factory at Sault Ste Marie, Mich. All orders from the Upper Peninsula and westward should be sent to our address there. We have no agents soliciting orders as we rely on Printers' Ink. Unscrupulous persons take advantage of our reputation as makers of "Sanitary Rugs" to represent being in our employ (turn them down). Write direct to us at either Petoskey or the Soo. A booklet mailed on request.

Petoskey Rug Mfg. & Carpet Co. Ltd. Petoskey, Mich.

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically PERFECT

129 Jefferson Avenue Detroit, Mich.

113-115-117 Ontario Street Toledo, Ohio



Observations of a Gotham Egg Man.

The larger arrivals of eggs at this city during the past ten days have considerably lessened the net reduction of our refrigerator holdings, as a good many of the carlots arriving from interior points under orders to hold have been put into the local refrigerators. The remaining stock in the seaboard markets January 21 is shown by the following table:

Cases	
New York (including Jersey City)	25,000
Boston	29,341
Philadelphia	19,714

Total

64,055
This indicates a reduction here of about 6,000 cases from Jan. 14 to 21, but this is fully offset by accumulations in store outside of refrigerators and it may be depended upon that our total stock is fully as great—if not slightly in excess of—the stock on hand Jan. 14. Altogether I should estimate the quantity in receivers' hands on Jan. 21 at about 10,000 to 12,000 cases, against say 4,000 to 5,000 cases the week previous.

A word about limits. There has lately been a surplus of eggs here beyond actual needs and the price has been fixed entirely by the disposition to hold surplus off the market. Shippers have been the principal holders and it is chiefly due to their orders to hold that prices have recovered from the lowest point to which the decline was carried. Now, the justification for this speculative holding, and its consequent upward movement of prices, is not yet proven. We have here some 35,000 to 37,000 cases of eggs—fresh and held—which must sooner or later be used up in addition to our current receipts; it may be that arrivals will permit a clearance at prices in conformity to the ideas of shippers who are now refusing to have their eggs sold—and it may not. What I want to emphasize is the fact that if mild weather and signs of larger production should cause shippers to change their views and order sales the very same considerations would check demand here and make it impossible to sell the limited goods until the market had fallen back to a new and lower speculative point. It is easy to force prices upward at this time of year by a general withdrawal of stock from sale, but if the basis of withdrawal proves faulty it is impossible to move, at the advanced price, a quantity of eggs the withdrawal of which was the sole cause of the advance.

Under ordinary circumstances at this season of fluctuating values I feel sure that shippers who sell while the market is made strong by a general disposition to hold—not waiting for the top—will average better than those who hang on until they think the very highest point is reached—

for the chances are that they will have too much company if they wait until the last moment.—N. Y. Produce Review.

Job No One Wants.

There is an odd job in the country towns that no one seems to want.

It is the pumping of wind for the big church organs that many of the churches are now buying. No one connected with a church organization likes to sit behind the big instrument, out of view of the congregation, and turn a crank that grinds out long and short meter tunes. Nobody out of the church has a hankering for such a means of making a stipend twice a day once a week.

So the churches have to provide water motors and other kinds of power. This may furnish another use of the trolley lines. They may be able to sell the power that grinds their car cogs to the churches to grind their big musical instruments.

Not long ago a water motor that was utilized in a church was powerless because the water supply had been shut off. No one could be secured to turn the crank by hand, so a small cottage organ was borrowed from a neighbor, the tunes were sung to the music of this modest instrument, and the congregation seemed to like the good old way the better of the two.

Why They Are Tramps.

An eminent professor who spent some time traveling about the country asked every tramp that he met why he didn't work. He interviewed 2,000 vagrants and, classing them according to the reasons they gave for not earning their bread in an orthodox manner, we get the following:

Six hundred and fifty-three said they were willing to work, but could not obtain any; 445 could not give any reason that would hold water; 301 thought that no one ought to have to work, and if some people were foolish enough to do so—well, they intended living on those said people.

Four hundred and seven were on their way to procure work at distant towns, having letters in their possession promising them employment at the said towns, and the remaining 194 were waiting for relatives to die and leave them their money.

Lobster's Great Advantage.

The lobster has been endowed by nature with two gifts which go far to offset the evils attending his lot. One is the ability to fight early, often, and all the time, if necessary, and the other is the ability to grow a new member, an eye, a leg, or a claw, whenever the original is lost in the fortunes of war or by reason of any domestic unpleasantness. It is these two gifts which enable him to grow up and become a useful member of society, most of his members being second hand, so to speak, by the time he is really grown.

"The taking of unfair advantage of a neighbor's necessities, although attended with temporary success, always breeds bad blood."—Benjamin Franklin.

MARSH HAY

FOR HORSE BEDDING AND PACKING PURPOSES

Straw is a scarce article this year. The price is unusually high and the quality generally poor.

The best substitute for straw is MARSH HAY. It is more economical than straw, is tough and pliable and contains practically no chaff. Marsh hay will easily go twice as far as straw for bedding purposes AND IS CHEAPER.

Write us for car lot prices delivered.

WYKES-SCHROEDER CO.
GRAND RAPIDS, MICH.

Fresh Eggs Wanted

Will pay highest price F. O. B. your station. Cases returnable.

C. D. CRITTENDEN, 3 N. Ionia St., Grand Rapids, Mich.

Wholesale Dealer in Butter, Eggs, Fruits and Produce
Both Phones 1300

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

WANTED CLOVER SEED

We buy BEANS in car loads or less.

Mail us sample BEANS you have to offer
with your price.

MOSELEY BROS., GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street.

Telephones, Citizens or Bell, 1217

EGGS

We want to buy all the fresh eggs you can ship us. We will pay you the highest market price F. O. B. your station. Write or wire.

Henry Freudenberg, Wholesale Butter and Eggs

104 South Division St., Grand Rapids, Mich.

Citizens Telephone, 6948; Bell, 443

Refer by Permission to Peoples Savings Bank.

We Want Your Eggs

We want to hear from shippers who can send us eggs every week. We pay the highest market price. Correspond with us.

L. O. SNEDECOR & SON, Egg Receivers

36 Harrison St., New York

Egg Cases and Egg Case Fillers

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

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

Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.



Beet Raising in Bay County Not in a Decline.

Written for the Tradesman.

At a recent farmers' institute in Washtenaw county the principal speaker, L. W. Oviatt, of Auburn, Bay county, gave a short talk on sugar beet raising. A portion of his remarks, of interest to Michigan people in general and grocers in particular, is as follows:

The impression seems to have gone out into different parts of the State that sugar beet raising in Bay county is on the decline. This is not true. Farmers in that section, where the first beet sugar factory was established, have not found the business of beet raising unprofitable or less profitable than other crops. That such a report should go out is due to two causes: Men who might be termed plungers—those who have made failures in other ventures—have been attracted by the prospect of making large money out of beet raising. Without previous experience in the business they rented land at a rate which was high, compared with the usual farm rental, and undertook to grow large acreages, from forty even up to 200 acres. They invested large amounts of money in improved machinery, paid high wages for help, staked all on the first crop and failed.

Others have forsaken their first careful, painstaking methods of preparing and caring for the crop. Having come to the conclusion that it is almost impossible to kill a beet plant, they thought there was no use of being so particular about its care. These have had failures of crops and are glad to drop the business, saying they don't want any more of it.

Careful, prudent farmers who began with small acreages and followed carefully the directions furnished for caring for the crop have uniformly found sugar beet raising profitable. They have learned by experience how much land they can properly attend, and have not tried to make a fortune out of this one branch of farming.

The experimental stage of beet raising has been passed in Bay county. The first period when all flock into a new business with high expectations of quickly-made riches, and the next period when disappointed ones all flock out again, are over. That it is now a permanent industry in that section is evident from the fact that before the beginning of the present year more acreage had been contracted for sugar beet raising the coming season than was grown last year.

The speaker was an enthusiast in beet culture, not so much for the money-making feature as that it added a new industry to agriculture. It increased the diversity of crops, which is beneficial to the farmer. He now believed as the late Prof. Ked-

zie, of the Michigan Agricultural College, years ago advocated, that it could be possible for Michigan to produce every pound of sugar needed for consumption within its borders. If this can be accomplished it will add a great industry to the State, give employment to many and thus retain at home vast sums of money which now go abroad.

In order that Tradesman readers may judge how much to base upon the foregoing, it is well to know that the speaker referred to is sent out under the auspices of the State Association of Farmers' Clubs to institutes which are held during the winter in different localities. He is interested in giving the farmers all possible information for their benefit, which is quite another thing from being the agent of a factory or corporation trying to induce farmers to raise beets. He is himself a successful farmer and beet grower, and yet his chief interest is the home and the farmer's family. The best crop ever raised on a farm, he declares, is the boys and girls. He does not and will not employ any one who uses or continues to use profane or indecent language, and believes he has accomplished good by this attitude, not alone for his family and the children hired to thin and weed his beets, but even for those who have formerly indulged in such bad habits. They know that they are on probation while in his employ, and some permanently overcome their faults. He is also an active Sunday school worker. The statements of such a man should have due weight.

E. E. Whitney.

Five Crops a Year.

The hardest worked agent that Nature employs is Mother Earth, according to some facts that agriculturists have brought out.

Not long ago a Michigan man went down into Texas and bought some land, on which he has gathered five crops in one year. He raised three crops of potatoes, one of cotton, and one of hay, all on the same land.

The same man is helping to transplant the big Michigan peach business in Texas. He has recently set out forty acres of one kind of peaches, not because they have the finest flavor, but because they have the looks that sell them. They are long keepers, and can stand a long shipment. Some of this variety of peaches, the Elberta, have already found a market in Europe, where they land in good condition.

But to go back to the hard work that many soils are being subjected to, a strawberry man out at Rockford has bred a strawberry plant from which he raises several crops a year. Last year he marketed strawberries up into October and November, and no one is now able to see the end. To-day the subject of soils is receiving a great deal of attention from most of the agricultural colleges, and some of it is being carried around the country in special cars for the purpose of enlightening people as to the character of different kinds.

W. C. Rea

A. J. Witzig

REA & WITZIG PRODUCE COMMISSION 104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies Trade Papers and Hundreds of Shippers

Established 1873

WHOLESALE

Oysters

CAN OR BULK

See our quotations in Grocery Price Current on page 45

DETTENTHALER MARKET, Grand Rapids, Mich.

BUTTER

We can furnish you with

FANCY FRESH-CHURNED BUTTER

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

WASHINGTON BUTTER
AND EGG CO.
GRAND RAPIDS, MICH.

Butter

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

E. F. DUDLEY, Owosso, Mich.

Piles=Fistulae Cured

Without Chloroform, Knife or Pain

In Bed For Three Months Before Coming For Treatment.

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

Dear Doctor:—

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

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

Yours truly,
J. E. HARTER,
R. F. D. 4.

Shelby, Mich., Sept. 19, 1904.

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

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

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

Oct. 1, 1904.

Suffered 14 Years; Cured in 2 Treatments.

Grand Rapids, Mich., Oct. 10, 1904.
Dr. Willard M. Burleson, City:

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

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

Family Physician Did Not Want Her to Come.

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

Dear Doctor:—

I am only too glad to do anything I can for you to show my gratitude for the great benefit you have brought me and to bring others suffering as I was to receive the same relief.

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

Bad Case Cured in Two Treatments.

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

My Dear Sir:

With reference to your treatment for rectal diseases, will say that a member of my family was afflicted with a very severe case of protruding piles for a number of years and suffered intensely. All kinds of medicine and several doctors were tried, but to no avail. We heard of your good work in curing such cases, and without the administration of anaesthetics, and we decided we would try your new painless dissolvent treatment. This was done with some misgivings, but we are now very thankful that we did, for after two of your treatments the piles are all gone and the patient is in better health than before in years.

I never lose an opportunity to speak a good word for you and your treatment, and will gladly answer any inquiry.

Yours very truly,
HERBERT W. EVEREST.

Could Not Walk.

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

Dear Doctor:—

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

Nervous Wreck Cured in One Treatment.

GOODRICH & STANLEY,
Manufacturers of Cement Blocks and Brick.

Traverse City, Mich., Sept. 24, 1904.

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

Dear Sir and Friend:—

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

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

Swindled By a Quack.

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

Dear Doctor:—

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

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

Gratefully,
FRED ZIMMERMAN.

Cured in One Treatment Without Pain.

Pastor's Study, M. E. Church,
Charles Hayward, Pastor.
Beaverton, Mich., Oct. 11, 1904.

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

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

I am gratefully yours,
REV. CHAS. HAYWARD.

Protruding Piles Cured.

Dr. Willard M. Burleson cured my wife of a very bad case of protruding piles. The treatment was painless and caused her no apparent discomfort.

I hope to be able to convince many sufferers of his great success.

M. JENSEN,
Greenville, Mich.

October 1, 1904.

Bad Ulcer Cured.

Dr. Willard M. Burleson cured me of a very painful Rectal Ulcer, and I am pleased to recommend his treatment to others.

MRS. W. E. PORR,
Albion, Mich.

Fistulae Easily Cured.

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

RICHARD MARTINI.

EVERY CASE CURED

since and from my own experience as well as personal observation of other cases far worse than mine, I am thoroughly convinced that you can do all you claim, while the extreme reasonableness of your terms is sufficient to convince anyone that you are working to relieve the sufferings of humanity and not to become a "Croesus," and no one need hesitate on account of lack of funds.

I would most heartily advise anyone suffering with piles to go to you for treatment immediately and it will be a pleasure to me to give the particulars of my case and answer any inquiries of anyone desiring information. I am,

Yours most sincerely,
MRS. MYRAH C. BENNETT.

Piles 20 Years; Cured in One Treatment.

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

Dear Doctor:—

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

Wishing you success in your good work, I am,

Yours truly,
WM. BERG,
Sept. 10, 1904.
Grand Haven, Mich., R. F. D.

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

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

Your friend,
HOMER MILLER,
Sherman City, Mich.

Oct. 1, 1904.

Piles Have No Terrors For Him.

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

Dear Doctor:—

The piles have no more terrors for me. I know where I can get relief if they ever return. I am beginning to feel what it is to be a well man again, thanks to you and your method.

I have had a very pleasant summer. I spent some time in Detroit and St. Louis and now I am teaching in the little village of New Era.

It will be a pleasure to speak a good word for you whenever possible. I have great faith in your method and I know that you are just what you represent yourself to be and that you will do what you say you will do. I am,

Very respectfully yours,
FRED KERR,
Shelby, Mich.

Oct. 7.

Bad Case of Prolapsus Cured.

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

Dear Doctor:—

In consideration of the lifelong benefits I have received at your hands, I deem it no more than human gratitude to write thanking you for the services you have rendered me, and trust you may be able to use this letter in a manner that will enable others who are sufferers as I was to secure a lasting cure as you have accomplished in my case. I suffered for upwards of thirty years with hemorrhoids and prolapsus, and trying suppositories and lotions of all kinds, and being treated by doctors and receiving no permanent benefits, my state of health had become almost unbearable from intense suffering and loss of blood. I was unfitted for business of any kind on account of the nervous condition into which the pain and inconvenience I had suffered had gotten me. Through the kindness of a mutual friend I learned of you and your unparalleled success in the treatment of rectal troubles. On the seventh day of April I managed to get to your office in Grand Rapids. The following day you operated upon me. Ten days later you performed a second operation, and within a month after the time of the first operation I returned to my home in Chatsworth, cured of the terrible trouble which had made the greater part of my life almost a burden to me. I am happy to be able to add that the cure is a permanent one and do not believe that I will ever again be annoyed by the old trouble.

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

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

Yours truly,
JAMES A. SMITH.

Piles 10 Years Cured in 60 Minutes.

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

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

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

Piles Many Years; Cured in One Treatment.

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

Dear Doctor:—

I was afflicted with protruding piles for many years—so much so that I had great difficulty at times about doing my work. I tried numerous remedies, but nothing helped me permanently until I went to you, more than a year ago. I cheerfully recommend your painless method of treatment. It has done wonders for me. Shall always feel grateful to you for the benefit received. Wishing you success and again thanking you, I am,

Yours very truly,

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



Willard M. Burleson, M. D.

Rectal Specialist.

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

103 Monroe St.

Charges and Terms

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

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

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

The Method

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

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

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

SEND FOR BOOKLET. IT CONTAINS MUCH VALUABLE INFORMATION.

How to Find Out

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

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

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

Guarantee

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

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

Testimonials and References

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

I would say for the benefit of out-of-town people that I am a permanent resident of Grand Rapids and have practiced medicine in this city for years. The enormous practice I enjoy is conclusive proof of my success.

Beware of Fakes

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

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

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

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

Dr. Burleson is Editorially Praised

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

CHICAGO JOURNAL OF HEALTH AUGUST 23 1904.

THE AMERICAN AUTHORITY
Matters of Sanitation and Hygiene.

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

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

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

\$1.25 IN EUROPE.

WITHOUT FEAR OR FAVOR.

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

BY G. A. WARNER, M. D.

(Copyrighted 1904, by A. F. Leopold.)

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

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

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

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

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

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

SPECIAL FEATURE OF THE CHICAGO JOURNAL OF HEALTH.

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

WORTH TRYING.

Try swallowing saliva when troubled with sour stomach.

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

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

Unbiased Advice.

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

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

Dr. Willard M. Burleson

Rectal Specialist

103 Monroe Street, Grand Rapids, Mich.

CHINA'S LOVE OF PEACE.

Her Pacific Career for Two Thousand Years.

The rise of a great people is, as a rule, the result of long and successful struggles against hostile neighbors. Such was the beginning of the Greeks and the Romans. Such was the beginning of the modern nations of Europe. Far different, however, was the case with the Chinese. They seemed to be more concerned with problems of material improvement than with measures of offense and defense. Accordingly, the first pages of Chinese history are not given, as is usually the case with the history of most nations, to providential escapes, heroic exploits, bloody battles and stubborn sieges, but to inventions and discoveries which enabled the Chinese people to attain a high plane of civilization long before many others could emerge from barbarism.

The invention of writing was one of the first achievements of special importance. It is said that the idea suggested itself to the inventor while he was noting tracks of birds and the forms of natural objects. Among the other benefits of civilization the origin of which the Chinese have traced to the remote past may be mentioned the establishment of public fairs for the exchange of commodities; the use of nets in fishing and hunting; the rearing of silk worms; the cultivation of the various kinds of grain; the use of medicinal plants for the healing of diseases. From the beginning the arts of peace were cultivated seemingly to the exclusion of the arts of war.

The pacific beginning of the Chow dynasty, about 1,000 B. C., presented a striking contrast to its turbulent future. During the centuries under its rule China was a veritable armed camp. It was a time when the nation was divided against itself. After 500 years of continuous warfare the country, thoroughly exhausted, at last reunited under the undisputed sway of the dynasty of Tsin. The princes of the imperial house made their power so strongly felt from the Pacific to the Caspian that the country over which they once ruled with an iron hand has ever since been called, by the people of the West, China, which is only another form of Tsin.

In the midst of this internecine strife rose the most majestic figure China has produced—Confucius. The horrors of war were revolting to his noble nature, and he raised his voice against such inhumanity of man to man and the shedding of fraternal blood. The propaganda of peace, thus authoritatively launched, was vigorously taken up by Mencius, whose preachings won adherents everywhere for the cause of Confucianism. The spread of Confucianism sounded the knell of militarism in China.

Now, for 2,000 years China has not swerved an iota from steadily pursuing a consistent policy of peace. This may be put down to the fact that all the men who have played a prominent part in Chinese affairs have invariably been true followers of Con-

fucius. The result is that in China the saying, "the pen is mightier than the sword," is not a high sounding boast, but an active principle of government. It is the scholar that is to-day the ruler of the empire. The soldier holds a lower place. This subordination of the fighter to the thinker is recognized throughout the length and breadth of the land.

It may be urged that Chinese people have brought much unnecessary suffering upon themselves by their firm adherence to the principles of peace. It is true they have left their country practically exposed to foreign invasion. They maintain no effective army; they have no battleships. These weaknesses are patent to all. He that runs may see them. But China's strength does not lie so near the surface. Perhaps the severest crisis which the nation has gone through was in the thirteenth century, when the Mongols under Genghis Khan, after carrying fire and sword into the heart of Europe, swept everything before them in China. From this staggering blow it recovered with astonishing rapidity.

Strange as it may seem, the enlightened opinion of the world is steadily coming around to the position taken by China with respect to militarism. War could never be anything else but "hell," as Gen. Sherman described it. The Chinese found that out 2,000 years ago. Now the greatest powers of the world seem to come to the same conclusion. With the view of reducing the possibility of war as much as possible, arbitration is the method now best recommended for the settlement of international disputes. This is a step in the right direction, but as long as nations are armed to the teeth there is always a strong temptation to test the effectiveness of the weapons they possess.

As long as there is powder in the magazines there is always danger of an explosion from a flying spark. The day, however, seems to be still far distant when the nations of the earth will agree to a general disarmament. But until this consummation is reached the peace of the world can never be absolutely secured.

Chentung Liang-Cheng,
Chinese Minister to the United States.

So He Concluded.

A self-made man had accumulated a considerable amount of wealth as a successful building contractor. At his wife's urging he had purchased an attractive site in the suburbs on which to build a home befitting his means.

The building operations were in full swing, when one day a neighbor noticed the owner superintending the work with considerable pride.

"I see you are spending a lot of money on that house of yours," remarked the neighbor.

"Yes," was the reply, "I want to make the place a thoroughly fit home for a gentleman."

"Oh, then you mean to rent it, do you?" blurted out the enquirer.

She that hath wit can weed her own row.

We've Never Known a Time

When Lily White, "the flour the best cooks use," was giving more universal satisfaction than it is now. Our customers all over the land are enthusiastic in its praises. Orders are pouring in from sections we have never worked for trade. The women are spreading reports that make other women bound to get Lily White and dealers will be wise who read the signs of the times correctly and get supplied.

Never have we been better prepared to fill orders promptly and to give good service all along the line. Our capacity is larger, our force is greater and our determination to give the best goods, the best service and the most satisfaction is unaltered.

Few millers are so well supplied with wheat as we are. The Michigan crop was a failure and we saw very early that it would be necessary to bring wheat in from outside. We made our plans accordingly, and some of the finest wheat that ever entered our mill has come this year from the fields of Oregon and Washington.

We are the pioneer feed manufacturers of this part of the State and our reputation for the best feed is unimpeached.

This year we have been exceedingly careful in the selection of corn. Many cars have been absolutely rejected and shippers have been obliged to turn them over to less scrupulous dealers. But we have a reputation to maintain and intend to do our level best to do it.

When you are tired of others' treatment, when you want better goods, when you want your name connected with that of well-known and popular brands, when you want the benefit of our co-operation and have a real desire to make more lasting progress in the business world, **send your orders to us.**

Valley City Milling Co., Grand Rapids, Mich.

GETTING NEXT.

An Art Which Business Men Must Cultivate.

With the Chadwick case before the public eye it is not necessary to search for an object lesson in the art of getting next to the man of affairs whom you wish to see. Mrs. Chadwick had the matter down to a fine point as the result of a lifetime study of men and chance. Apparently she never failed to get next, although in some cases she was unable to carry her projects through because she could not persuade hard headed bankers to make easy money as she proposed.

The art of getting next deserves the attention of the man who is doing legitimate business. Knowledge of it often means a successful career. The politician who can get the ear of a statesman, the promoter or inventor who can catch the attention of the capitalist, the commercial traveler who reaches the merchant's private office has opportunity as his oyster. It is his; but it is still up to him to open the shell.

Of all the young fellows starting out in business the son who bears an illustrious father's full name has the advantage in getting next. He has fallen heir to his father's fame and to his father's friends. He is certain of a hearing for his father's sake; and, if during the interview he comes up to the dot, he goes away with double credit, and the next time he calls he finds that the door so carefully closed to others is open wide to him.

The value of a good name to one starting out in business is well illustrated by the offers which are made to the junior of a prominent family. A stock broker will offer him a large salary, in spite of his inexperience, if he will become associated with the firm. A tailor will practically let him make his own terms if he will sell to him the prestige of his name. A big business is glad to take on such a young man, if he amounts to anything, because of his ability to get next to the man with whom they wish to deal, for he can drum up three times as much trade in a given time as another chap of equal talents whose name has no social value.

A good personality comes second in importance. Agreeable manners are an "open sesame" to many a door in business and finance. It is curious with what force gentleness—if it has purpose behind it—presses forward toward its goal. It is twice as effectual as noisy push in the world of affairs. It reaches the point that it aims at by much the same method that the light of morning gets into a shaded room. It actually "makes its way," and the quietness of its persistency is the secret of its surprise.

Remember, you must win over the man at the door. You must convince the secretary, the stenographer, or the office boy who stands guard before the office you wish to enter that you have business with his chief which entitles you to attention. And here the value of good clothes comes

in. To the man without a name which has power to catch the eye and either invite or compel consideration, good clothes are an inestimable help.

To take a familiar case from the ordinary life of every day, the book agent who makes a good appearance wins the respect and the co-operation of the servant that answers the bell. Often a busy mistress who is hesitating over a card bearing a name of which she has not the slightest recollection is persuaded by her maid to see a stranger who has no right to take her time but who by his good clothes has made a favorable impression upon the girl that came to the door.

The same holds true downtown. The daughter of a wealthy Chicagoan called at his office the other day wearing her rainy day clothes. She asked for her father without giving her name and was told by the office boy, who had never seen her before, that the gentleman was out, and nobody knew when he would return. When she asked for her brother she received the same reply. At that moment the former gentleman walked out of his private office and, seeing his daughter, gave her a welcome which nearly made the office boy collapse.

Fine clothes and an atmosphere of wealth and position were an important part of Mrs. Chadwick's assets. Women particularly win out in business life by social graces, provided they have brains enough to meet the situation, and to ask for no special privileges because of their sex. And an air of moneyed ease and of cultivation is hardly of less value to the man who wants to get next, for these attributes are calculated to conciliate the man at the door before a single word is spoken.

For you have to rely upon your personal credentials in order to get in. The caller who gives a hint of the nature of his business to the man at the door cooks his own goose by so doing. He might better just show himself out, for it would save time all around. He will be put off on some pretext or other. And the next time he comes he will be put off again.

Yet many another with an A No. 1 scheme has failed, even after getting next to the capitalist who could float it for him, because he could not secure a second audience. For this he is not always entirely to blame. Of course he clearly did not present his business well. But that may have happened merely because he had to wait a long time to see his man. When one is waiting in an outer office he soon begins, unless he is careful, to dawdle mentally. The human mind is not equal to long continued concentration and the fires of enthusiasm burn low without continual stoking. The monotony of waiting amid colorless surroundings lulls the faculties to sleep.

A sudden summons to the inner office startles to wakefulness but does not fully arouse the waiting caller. He enters the room at a disadvantage, rubbing the sleep out of his eyes, as

it were. He finds he has lost grasp of his plan of campaign, that certain details of his project have slipped away from him. He can not get up steam at a moment's notice. He fails, whereas if he had been admitted when first he arrived he would have made the interview a success.

The man who has a business proposition to make practically wins his cause or loses it the moment he enters the office of the man whom he would persuade. In the twinkling of an eye the astute man of affairs sizes a visitor up.

The man who has succeeded in getting next should economize the attention and the time of the busy man whom he has come to see.

To be effective his words must have the energy of action. The hour for

preparation is past; there is no time now for generalities or ill considered statements. The sooner one comes down to business the better. Yet 'tis not enough to state a project clearly and concisely; it must be presented imaginatively. A fact is eloquent through its relation to other facts.

And finally one must know when to quit. A Chicago club woman naively confessed the other day that she could shine for fifteen minutes only, and that she made it a practice at the end of that time to shut up shop temporarily while she moved on to a new stand. In business you can put a great deal of good work into ten minutes if you make the most of your opportunity.

John A. Howland.

The Michigan State Telephone Company

serves satisfactorily

One Million People in this State Daily

850,000 Messages are Daily Transmitted Through their Exchange Facilities

Or 35,416 messages per hour; 590 messages per minute.

Our aim is a practical State exchange with the telephone within easy reach of everybody's right hand.

One million dollars were expended in extensions and betterments to the plant in the year 1904, and one million dollars will be expended for the same purpose during the year 1905. The development will continue.

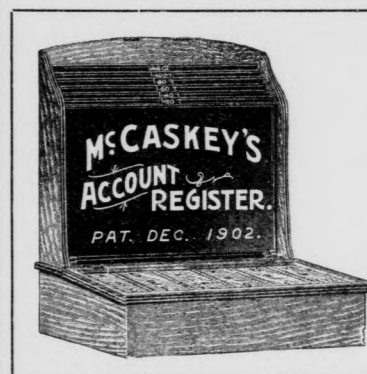
Is Your Name in This List?

If not, send us a postal card and we will do the rest.

Michigan State Telephone Company

C. E. Wilde, District Manager

Grand Rapids, Mich.



No More Posting
The
McCaskey
Account Register
is a
Labor Saver
and a
Money Maker

It takes care of { Credit Sales
Cash Sales
C.O.D. Sales
Cash on Account
Produce and Exchange Sales } With Only One Writing

It is up-to-date. It is simple to operate. Your accounts can be put in safe at night. They are protected from fire. It is a collector. It keeps you posted about your business. It is sold on a guarantee.

Write for catalogue.

THE McCASKEY REGISTER CO., Alliance, Ohio

Manufacturers of the celebrated "Multiplex" Counter Pads and Sales Slips.

LOOKING BACKWARD.

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

Every now and then some family breaks loose with the woozy ideas its beautiful and brainy son is much too good for his job, whatever it may be, and set about to elevate him in life. An epidemic of this sort hit me after batting around the world a couple of years, reveling in marvelous adventures and hairbreadth escapes by field and flood and livery stable. The folks at Mudville said it was time to settle down and become an ornament to society; that my intellect, which was then vivid enough to pour hot metal into holes in the sand, fitted me for something higher and nobler and more recherche than iron molding.

At the time this outburst of family solicitude blocked my chosen career I was earning \$12 a week in a Chicago foundry and paying my monthly dues into the union. Still, that wasn't good enough for me, so one day in midwinter the Author of my Being came on and yanked me back to Mudville. He had, he said, secured for me a position—not job—in the village ice cream parlor, where I was to work for nothing and learn a genteel business. Note the difference between a job and a position. At the former I made two dusty dollars a day; in the latter I wore a clean smile and a laundered shirt, with the prospect of pulling down something like \$3 a week in the misty future. In fact, I was slated to become a regular dude.

There wasn't much doing when I butted into the higher life as depicted in a country ice cream foundry in winter. It would have been more congenial tending the lobster stall in a city fish market. The arctic soda fountain, which had a thirsty polar bear climbing the north pole for a glass of sparkling sarsaparilla at the top, was swathed in gunny sacks, and the ice cream freezer was frozen fast to the sidewalk in front of the parlor. However, they let me turn the peanut roaster, sweep out the shells and monkey with the kerosene lamps. Three weeks I clung to this genteel situation like a man afloat in deep water with a shingle, while my dinky competence amassed in the foundry—coarse and uncouth place—dwindled softly.

"This is the limit, and then some," I said to myself, after which I borrowed \$15 from the opulent clerk in the pants emporium and sidestepped Mudville in the night without issuing any handbills regarding my movements.

The first stop was at Omaha, the theater of social and industrial triumphs two years before. There was no one in the old shop I knew save a son of the former boss. His father, he said, was running a gigantic shop at Leadville and wanted vast quantities of molders. The son was going out in a short while, and he advised me to burn the rails to Colorado without loss of time and cuddle down with the old man. It was me to Leadville on this straight tip.

I reached the great mining camp, high up in the mountains, the possessor of \$1.50 and some hand baggage. The gigantic foundry that had gone daffy for want of hands was a miserable board shack containing Old Man Thomas and one dejected looking molder prodding around in some half frozen sand. The old man was startled to see me, and he choked and spat copiously when I reeled off the pipe dream his son had smoked for my benefit at Omaha. Maybe the boss had blown his bugle by letter and the son was innocent of pipey deeds. Anyhow, there wasn't enough work to keep the foreman and his hired man warm.

However, the prospect didn't daze me. I was dazed already, having been two days and nights in a day coach without sleep. Mr. Thomas kindly forsook his job and volunteered to help me find a cheap place in which to slumber a few paragraphs; he would do that much for old times' sake. We found lodgings over a keno joint, and I had no sooner turned in than the old man was back, thumping at my boudoir door. The dejected looking molder Mr. Thomas had left at the shack shop knew the foreman's son was coming on from Omaha. Mistaking me for that favored offspring, the dejected mechanic jumped his job rather than wait and be fired in the evening. He was a proud and haughty spirit, anyhow. The old man came hustling back to tell me this and, because I needed the money I crawled out of bed and went to work at \$5 a day. Some people are born to luck and others stumble into it while walking in their sleep.

Business picked up a bit by the time the son arrived, and the boss found work for us all. But there was another less fortunate victim of this gigantic foundry swindle. This was Mr. B. Jones, a furnace tender, who had worked with us at Omaha. Like myself, the confiding Jones took the tip and galloped on from some place in Iowa. He landed in camp a bankrupt, and was eking out a greasy existence as dishwasher in a restaurant. Sometimes I called on Mr. Jones and found him enveloped in an air of extreme melancholy and a blue apron, swabbing gravy off the plates in a large tub. Jones was a diplomat. He had soured on the Thomas outfit, for cause, and eventually he turned me against them, by depicting the joys of railroading in Idaho. I had saved up \$60 and when Jones learned this he said it was time to start. He would show the way to Idaho, while I backed the enterprise. Sometimes I think B. Jones was working me.

To save railroad fare to Denver, which would have taken half my capital, we walked out of Leadville, over Mosquito pass, 14,000 feet in the air, pack laden and bucking a blizzard. We were sixteen hours reaching the valley on the other side of the range, half dead from cold and fatigue. There we encountered a wandering woodchopper and his boy, bound to Denver by wagon. The party camped that night in a deserted log cabin and the woodchoppers haul-

ed us through to Denver in the course of a week. Then the wily Jones unfolded his scheme, which was nothing more than a pair of fine jobs in a railroad construction camp. I kicked on that, having had one experience in a Texas swamp, but Jones assured me, on his honor, that Idaho was all dry land. He had been there and knew. The Oregon Short Line was building from Granger, Wyo., on the Union Pacific, to Umatilla, Ore., on the Columbia River. In that wild and desert region good men were scarce, and Jones said they needed us.

The Short Line office at Denver gave up laborers' passes to American Falls, Idaho, on the representation of Jones that we were expert drillers and blasters of lava rock, bridge builders, mule skinner, and what not. I bought blankets and grub, mostly air tight in tin cans, and we pulled out for Idaho in a special train of four condemned emigrant cars, jerked along by one crippled freight engine. Our party comprised 400 select outcasts, from all parts of the world, including 100 Italians jammed like angle worms in the forward coach. The exclusive company in the three remaining coaches was made up of condemned railroad laborers, tin horn gamblers on the pork, jim-jams specialists, escaped convicts, horse thieves, a few Turks and one Greek, murderers, embezzlers, wife beaters, alimony dodgers, plain bums and Mr. Jones and his financial backer.

I saw plenty of bottles, but not a single cake of soap in the entire caravan. However, my chaperon said it was all right and that we soon would be there. At that, I liked the prospect better than the ice cream parlor at Mudville. There always are variety and some spice to be found in humanity in bulk.

It was pretty cheesy going, for awhile after leaving Green River Junction, Wyo. During the stop at that classic flag station the Italian contingent, prowling in an alley behind the grocery, found a box of quarantined salt codfish. This edible at its best is not a thing of rare and fragrant perfume, and when the dagoes set about boiling the codfish in the forward car, with the train in motion, the wafted odors incited the trailing outcasts to murder. The fish fiends saw the avengers coming and barricaded their car door, but that did not bottle up the symptoms of a hot dinner. One fertile outcast contributed a rubber boot, which was chopped in small pieces. Other daring spirits produced a gunny sack, and a Committee of Abating Nuisances mounted to the roof of the Italian dining car.

In the front end of the coach was the stove, which had a straight pipe leading from the fire up through the car roof. Into this pipe the Committee poured the minced gum boot and then plugged the pipe with the sack. Instantly the flavor of overwrought codfish faded away like the dew of the morning and the Italians would have done likewise had they seen the ghost of a chance. Wreaths,

spirals and streaks of dark purple smoke floated from the car windows until the heads of the strangling Italians blocked those openings. Two of our men guarded the front door with knives. The rear exit was so effectually barricaded on the inside the frenzied inmates themselves couldn't open it.

Stray flashes of the cremating gum boot penetrated the rear coaches, but the outcasts climbed to the roofs, and thus diluted the main current with fresh air, while the penned up Italians spluttered and gasped in the fumigating oven. Both sides of the car were draped in garlands and festoons of unhappy creatures, hanging from the windows, and it was said half a dozen or so fell off and never were heard of more. I learned afterward the Italians expected the stuff in the stove to blow up with fearful carnage and, coming from a bomb building race, this fear buffaloes the whole crowd. There must have been a dago or two from Paterson, N. J., in that bunch. In time the gum boot calmed down and the surviving codfish fiends fell back into their car pale, sick and exhausted. The gum boot was a beautiful idea in a way, for the remainder of the trip the tourists in the forward car stuck to cold victuals.

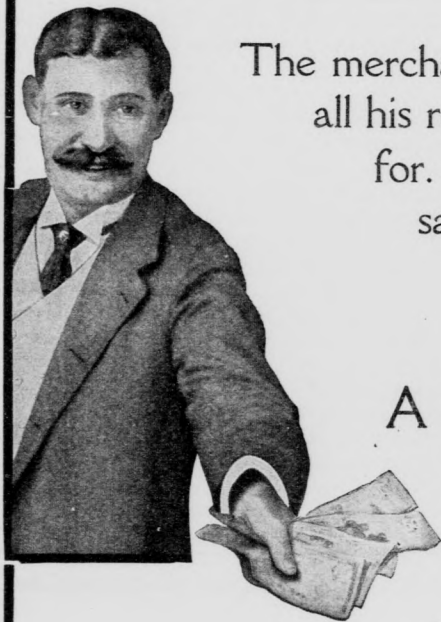
I never care to criticize the likes and dislikes or the eating habits of my fellow beings, but, honestly, in this instance I feel the Italians got all that was coming to them, and got it hot. Gum boot, properly applied, is one of the best disinfectants I know of for shopworn codfish. Try it some time. To my notion the Italian rapidly is supplanting the Digger Indian in this country. You seldom see him without his pick and shovel. This observation has no special bearing on the fish story, but I couldn't help wedging it in as a delicate little bon mot. Besides, I get so much per word for this stuff, and every line looks good to me.

Thus, and in other harmless ways, did the outcasts, Mr. Jones and myself, beguile the days of weary travel. We ate, slept, breathed and had our being on the cushionless seats, which were harder than the pale blue benches at the circus. At Ogden all hands took a change of venue to those openwork, pekaboo cattle cars, fitted with backless benches. The cattle had but recently finished their journey, although no one informed us of that fact. Again I spoke to Mr. Jones about our general affairs. He told me to cheer up—that in two more days and nights he would produce Idaho, as per agreement. To prove he had a kindly eye and mind focussed on my welfare, the versatile Jones whittled me a wooden spoon with which to partake of Boston beans direct from the can. When not otherwise employed I wore that spoon in the upper left hand pocket of my vest. The spoon was the only personal ornament I possessed, being at that period a plain and unassuming youth.

One week from the Denver getaway our swine special paused abruptly at American Falls, owing to

You Will Always Have Money

IF YOU USE A NATIONAL



The merchant who uses a National knows that all his receipts are on hand or accounted for. It automatically records every sale and all money received on account and paid out.

A NATIONAL PAYS FOR ITSELF

Every year by stopping losses, preventing mistakes, and enforcing carefulness.

We know our registers will make money for any merchant. Send us the attached coupon and we will tell you how.

National Cash Register Co.

Dayton, Ohio

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER CO.
DAYTON, OHIO

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

This does not obligate me to buy.

Name _____

Address _____

No. Clerks _____

MICHIGAN TRADESMAN.

the absence of any more track. The Falls marked the outpost of civilization in that direction. The few inhabitants lived in tents and caves with canvas roofs. Having neither tent nor car, Mr. Jones and I pre-empted a patch of tall weeds with fuzzy tops. Once more I tackled Mr. Jones regarding the giddy sport of railroading in the remote West. Jones made a brutal retort about me being a cheap knocker. Maybe I was a good thing, not, to buy him beans and blankets for the doubtful privilege of becoming a castaway—to inhabit the earth like a prairie dog minus his burrow.

Charles Dryden.

Shirt Sleeves to Shirt Sleeves.

"We have an old saying here in Wall Street that it is only three generations from shirt sleeves to shirt sleeves," says Henry Clews. "The first shirt sleeve man accumulates a fortune. His sons, reared to luxury and idleness, eat their dinners in swallow tailed coats, but do not add to the pile, and the grandsons spend the money so fast that they are soon back in shirt sleeves again. It is not possible now to entail a fortune, and one's descendants soon dissipate it. It takes much more ability to save and invest money than to make it."

People who expect much for little are the ones who are found chasing success and hardly ever catching it.

No amount of gilding compares with pure gold.

TREND OF BUSINESS.

It Is Toward Quick Sales and Small Profits.

Business is business, as a general proposition, but some businesses are so little like other businesses as to require the evidence of an expert in applying the adage. A man knowing a business at one extreme of observation must prove a miserable failure at the other extreme; and yet after all a broad business principle would underlie success in either case.

Perhaps the broadest lines of distinction in business can be shown in comparing the business specialty which requires high profits on a few sales, and the business which seeks the maximum of transactions at the minimum of profits. No one sweeping, general statement will apply in the comparison; a practical business application of common sense must govern the conduct of a business at either of these extremes. But there are some interesting and suggestive object lessons to be shown in either premise.

For example, illustrative of the day of quick sales and small profits, there was never a time before when a newspaper route in a great city was as valuable as it is now and when it attracted to it such an adult, businesslike set of newsdealers. Yet never before was there so small a profit in the handling of a single paper as now. Only a few years ago, comparatively, daily newspapers sold for 5 cents a copy and the whole business virtually was in the hands of the

street Arabs. Now, with papers selling at 1 and 2 cents a copy the business is in the hands of men, some of whom are owners of flat buildings and store buildings and other income properties.

This condition is the result of a recognition of business principles. Where a boy once sold fifty 5 cent papers at a profit of \$1 the man has discovered that he may sell 600 papers for 1 and 2 cents each at a profit of \$3.50 to 4 a day. No more time is required for the selling day; the labor of handling the greater number of papers is inconsequential; it is as well for the salesman to be busy as to stand idle on his corner. When the half cent profits no longer appealed to the small boy without business method, the opportunity had opened for the man who had such method.

And it is the possession or the absence of method in business which today is making success and failure in the world.

For example, there is a small luncheon place on the edge of the downtown district in which the proprietor takes more than a mercenary interest. It is a place so small that were his patronage to grow in numbers to any extent it would force him to move. But he holds the patrons that he has month after month, by catering to their wants with the best that the markets afford.

As a result of this buying the best and serving it in the best manner he is conducting the restaurant business virtually at a loss; there is not

enough profit in it to hold him there a month were it not for a cigar trade which he has built up from a merely incidental side line. The cigar case was an afterthought to the business, but the proprietor himself is a judge of a good cigar and he has a connection through which he can buy to advantage. Thus while he is making no money to speak of on his luncheon place his family is getting a good living from the cigar counter annex.

One might ask, Why doesn't he sell out the restaurant, or give it away, and open a cigar store instead? The answer would be, Because he is a good business man! It is true that he stocked a cigar case simply as the necessary annex to his restaurant business, but when it developed that his restaurant business had become only the annex to the cigar business he had too good a head on him to sacrifice this annex, which in reality is the entrance door for his cigar trade.

Again, one might ask why this man doesn't open a larger place in a better trade neighborhood, serve twenty times more restaurant customers than he does, and with his small profits on meals make his profits in the aggregate big enough from the restaurant itself?

There are several reasons why he doesn't. In the first place, small as his present restaurant is, his own time enters largely into its conduct as a mere helper, while at the same time his supervision over everything in kitchen and dining room has given

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

the restaurant its distinctive character that holds his trade. In a larger place, making it impossible for him to be purchaser in person, cook by inspection, waiter through vigilance, and entertainer of many of his patrons through a long acquaintanceship, the man might be even a failure. His patrons go to the place because it is "so different," and to keep it different he recognizes that he must have different surroundings and opportunities.

Here is a man, however, who is making a success of a business which has opportunity for only a few sales and small profits, when the average condition is that of many sales and small profits.

The philosophy of "many sales and small profits" has had some notable converts in the United States in the last ten years. Fifteen years ago one of the best known firms in the country was exclusive beyond measure in its trade. It made no bid for the patronage of the families of ordinary means; their custom was not wanted. Conservatism of the most conservative character was the watchword of the management. Large profits on the few sales of the best that the market afforded was the principle of the house.

But competition came onto the scene, until the houses which had made specialties of many and cheaper things at small profits saw opportunities for selling some of the fewer and better things at modified high prices merely as side lines. This became the gauge of battle, and on this issue in the last ten years many exclusive, high priced houses have made concessions not dreamed of twenty years ago.

The proposition holds good to-day, more than ever before, that the person, in whatever walk of life he may be, is expecting the maximum of return for an investment of the minimum of money. How to give this and still for the proprietor of a business to have a sufficient income from his business is the secret of success. Before this business man can make the first material move to the condition, naturally he must accept the proposition of many sales and small profits.

With this proprietor established in the ordinary lines of commercialism, he finds many details of his business lending to the innovation. If in the ordinary working day he has been attending 500 customers, it is probable that his establishment can receive three times the number without increasing the rents and the bills for lights, heat and janitor service; probably the increase of clerk hire will be small in proportion; the proprietor's own time and attentions will not be appreciably more involved. So that with half the profits on each of the 1,500 sales that formerly he had received on each of the 500 sales, he would find his business far ahead at the end of the year.

The trust method has lent the strongest recommendation to the quick, large sales and the small profits. A systematized reduction of expenses in the conduct of business, the

advantage that comes from the possession of the best literal and figurative machinery of manufacture and distribution and, finally, the certainty of a certain market have been factors in cheapening a commodity and widening the demand for it, often to the extent of enormous dividends upon the capital invested.

But while competition has been the great emphasizing influence toward the small profits philosophy, there is a field which it can not invade to any great extent, perhaps. That is the field of the specialist, who in his business may put his personality so strongly to the front of it that this personal influence in one way or another is the thing which his customer pays for. Yet in this field of few sales and high profits a good deal of money is misspent in the search of special values. This is the experience of a Chicago man in the search of a competent shoemaker:

The firm was recommended to him by a friend. Not only is he a good dresser, but his weight is such as to make an easy, good fitting shoe as essential to his comfort as it is an aid to his business appearance and temper. But the first pair of shoes were only tolerable, and because of the high price they were a disappointment to the customer. He staid with the house, however, and shoes were ordered not only for himself but for his wife.

Suddenly and unexpectedly one day a pair of shoes turned out for himself were all that he could have dreamed of having, both as to appearance and comfort. Not long afterward a pair of shoes made for his wife were perfection. When he got a second pair that almost rivaled the first he was tempted to speak to the proprietor of the shop.

"I guess it has cost me \$150 to get three pairs of shoes that are satisfactory in every way," he said, smiling.

"Well," was the return, "you didn't expect to get 'em for nothing, did you?"

The whole point was that Walkem's celebrated shoes as they exist owe their celebrity to, one or two workmen in the establishment, who are the most skilled of workmen. Shoes turned out by these men have made the reputation of the establishment. Naturally the output of these men is limited, and as naturally their work goes to satisfy the established customer, who will not tolerate anything not up to this standard. It is the best investment of the house to keep the experts busy upon shoes designed for the old patron, who after all is the best personal advertiser of the business. The man who bought ten pairs of shoes at \$15 each in order to come into this category is all right now, but if he had failed to hang on to that point he would have misspent his money.

Always, perhaps, some one house in a special line will have measured a success in business causing it to stand for the best in the field. Such a house may charge for this reputation and in doing so it gradually makes an assortment of its particular conservative class of buyers until out

of this conservatism and freedom from anything of the bargain atmosphere it finds the foundation of a continued success. Merely that it sells the best for all that the goods may bear in price keeps away from it the shopper and bargainer and leaves room for the exclusive buyer type to which a high price may be even a stimulus to buy.

And yet many establishments in many commercial fields in the last ten years have found a financial grave in holding fast to this fixed high priced exclusiveness. In the evolution of business the signs are pointing to a diminished number of business houses conducting vaster sales at smaller profits than ever before. The man who goes against this drift of materialism without having figured carefully the rocks that are ahead is courting wreck and danger.

John A. Howland.

She that plays a square game usually gets fair treatment.

Gas or Gasoline Mantles at 50c on the Dollar

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

A MEAN JOB Taking Inventory

Send now for description of our Inventory Blanks and removable covers. They will help you.
BARLOW BROS., Grand Rapids, Mich.

Forest City Paint

gives the dealer more profit with less trouble than any other brand of paint.

Dealers not carrying paint at the present time or who think of changing should write us.

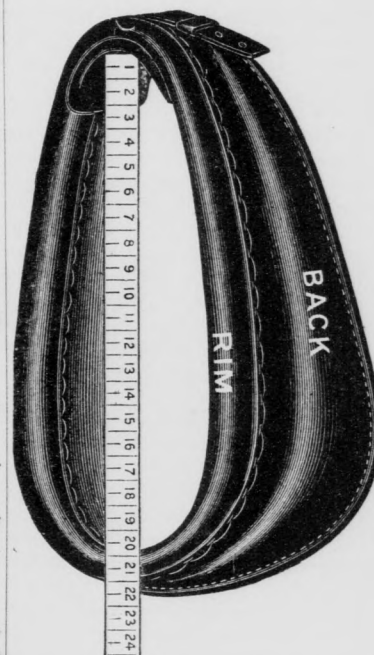
Our PAINT PROPOSITION should be in the hands of every dealer.

It's an eye-opener.

Forest City Paint
& Varnish Co.
Cleveland, Ohio

We have just installed a first-class up-to-date

Horse Collar Plant



We employ experienced workmen and use the best of material.

Let us send you sample and prices.

Ask for our new harness and collar catalogue. It is a fine one.

Brown & Sehler Co.
Grand Rapids, Mich

TRUCK BASKETS



Built for Service

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

Ask us for prices.

Manufactured by Wilcox Brothers, Cadillac, Mich.

REPRESENTATIVE RETAILERS

M. M. Cohen, the Youthful Merchant of Charlevoix.

Meyer M. Cohen was born in London, England, in 1883, and is considered the youngest merchant in the United States. When one year old his parents brought him across the ocean to this country, landing at Traverse City, which was then but a small village. Mr. Cohen received most of his education in the Traverse City public schools. In 1897 he removed with his parents to East Jordan, where his father opened up a small store. The room was about 20 feet long by 15 feet wide, so the reader may imagine how large it was.

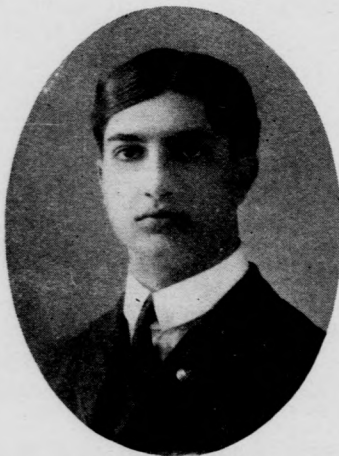
Six months later the father, Goodman Cohen, died at the age of 36, leaving a family of seven children and a very small business—not large enough to support the family. Mr. Cohen, then only 13 years of age and wearing knee pants, said to his mother, "Ma, do not worry. We will get along some way." Having hardly any experience the boy put his shoulder to the wheel and pushed hard for success, which he won in the end.

On January 9, 1900, a fire broke out at 1 o'clock in the morning and burned them all out, the entire loss being about \$7,000, which had been made by Mr. Cohen in three years, they owning their own large two-story building, valued at \$2,000 and a stock of merchandise valued at \$5,000. There had been \$4,000 insurance on the contents, but it had expired unnoticed ten days before the fire. That was a sad blow for Mr. Cohen, losing so great an amount after three years of such hard struggle.

Mr. Cohen was a hero at the time of the fire. The family lived over the store. During the fire all escaped in their night clothes except two sisters of his. Their ages at that time were 8 and 10. Instead of taking the same route as the others did to get out—through a hall and by stairs leading from the outside of the building—they went down into the store as there were stairs in the inside of the building leading from the store to the dwelling part. When they got down into the store the children found all the doors locked and were crying for help. There were about fifty men standing in front of the blazing store and they were piteously implored to go into the burning building and save the two girls, but none of the men volunteered to go, as it was dangerous, nearly the whole structure being on fire. Mr. Cohen saw the situation and, bidding everybody farewell, plunged into the burning building from the outside stairs leading to the rooms above, where he thought he would find the girls. The flames were all around him while upstairs. All of a sudden he heard cries from below. He rushed down into the store and there found the little ones in a dangerous position. The flames were only a few inches from where they stood and they were nearly suffocated. Grabbing both children, one under

each arm, he ran through the store. He had to break down two doors before he could get to the front of the store. The people then saw him coming with the girls and they broke down the door. Out he came, a hero unharmed, but he remarked that it was a pretty hot place back there! Had he staid inside another minute all three would have perished, for just about a minute after his escape with the girls the roof fell in with a crash, way through to the ground floor. Everybody cheered him. He had not even time to save any of his clothes. All that Mr. Cohen was wearing at the time was his underclothes. He was barefooted and the thermometer stood 20 below zero.

In 1901 Mr. Cohen removed to Charlevoix with his mother, brothers



M. M. Cohen

and sisters. Here, with the aid of relatives, he opened up again in the general merchandise business, and is again on the road to success.

Mr. Cohen is not yet 22 years old, but on October 18 of last year he was married to Miss Anna Ablowitz, of Bay City, the daughter of Samuel Ablowitz, a retired merchant.

Mr. Cohen belongs to several secret organizations. As before observed, he is, no doubt, the youngest merchant in the United States. Although not yet 22 years of age, he looks to be about 25 years old. Mr. Cohen says that by the time he is 25 years of age he hopes to be called "Papa."

The rural delivery, which is of great convenience to the farmer, is not without its demerits. One of the principal evil tendencies is its killing off of business in small towns. Farmers should realize that it is to their interest to build up the town which is a natural trading point for them. It is to the home town the farmer looks for a market for most of his produce, for the higher education of his children and when the business of the town is deadened it can not be expected that the public institutions can be kept at a high standard.

One poor business man in a town can drive away trade from a place that a dozen good ones can not regain.

An honest man is the easiest thing on earth to work.

**LAMSON CONSOLIDATED
CASH R. R.**

GOOD FOR

ANY NUMBER OF

Round Trips

... BETWEEN ...

SALESPEOPLE

AND

CASHIER

On our Lightning Expresses

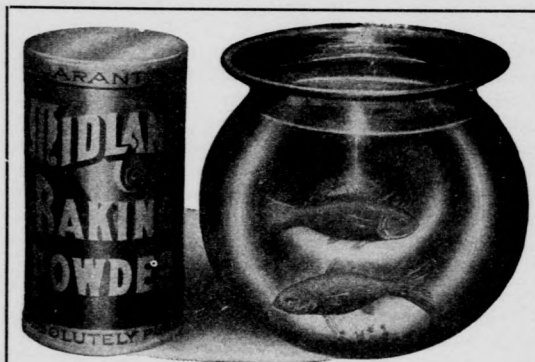
STOP-OVER NOT ALLOWED ON
THIS TICKET



THAT'S THE TICKET

General Offices Lamson Consolidated Store Service Co., Boston.
Detroit Office, 220 Woodward Ave.

A Bowl of Gold Fish Free



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

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

MAKE BIG MONEY

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

1. Larger Globes and Gold Fish.
2. A Greater Number of Gold Fish.
3. We sell with or Without Baking Powder.
4. Requires a smaller investment and yields double the profit of any other.
5. We guarantee delivery of Gold Fish in good condition.

Don't wait for to-morrow—write to-day—be the first to display this proposition at your point. We know you'll reorder if you try it.

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

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

Story of the First Woman Typewriter.

Thirty years at a typewriter is the record of women stenographers in America and this thirtieth anniversary was celebrated in New York on Jan. 17 by Mrs. M. A. Saunders, the first woman in the United States to adopt the typewriting machine in correspondence. On the occasion of the anniversary she was presented with a gold watch, inscribed, "To the Pioneer Typewriter Operator."

When Mrs. Saunders first adopted the typewriting machine nearly a third of a century ago, stenography was more necessary than ever before in the history of correspondence. To-day, after thirty years' use of the machine, she has a record of 100 words a minute on the typewriter and there is not a correspondent in New York dictating business letters with whom she can not keep up without the use of shorthand notes.

This is a sharp suggestion of what the writing machine was to stenography thirty years ago, but how little the machine was considered by the business world is better illustrated in the advertisement that in the fall of 1874 first attracted Mrs. Saunders to the opportunity of her life work:

"A bright, educated woman wanted to take a remunerative and pleasant position. Musician preferred."

To-day an advertisement of the kind would suggest a veiled offer to a line of work that expressed in plain English without equivocation probably would kill interest on the part of possible applicants. To-day, however, the Sunday newspaper has classified heads, "Typewriters" and "Typewriting." In that autumn of 1874 either of these classifications would have been blinder than a stone wall three feet thick. But the quoted want advertisement in the New York paper was at that time the nearest approach possible in expressing the need of some one to operate a typewriting machine.

At the time Mrs. Saunders was a widow, with the responsibility of a 3-year-old daughter. She had been a teacher in the night schools of New York and having had a knowledge of music she thought the opportunity suggested in the advertisement would be worth a letter and its 3 cent stamp.

The typewriter people responsible for the advertisement received 300 answers to the advertisement and out of this number three names and addresses were taken, a representative calling upon each of these women, leaving a catalogue illustrated to resemble a sewing machine, and asking that each of the women call at the office of the company.

Of the three women selected Mrs. Saunders called at the downtown offices, where she was shown the first typewriting machine she had ever seen. Her interest was aroused instantly. At the suggestion of the management she had one of the writing machines sent to her home for practice, and after a few days she received an offer from the company promising a position as demonstrator and saleswoman just as soon as she

established a record of sixty words a minute.

It was here that her knowledge of the keyboard of the piano served her. She was unusually quick with her fingers and within three weeks she had reached the necessary efficiency. Her first work was in New York, demonstrating the adaptability of the typewriting machines and making sales according to the interest aroused. After she was given a traveling position, going all over the country, teaching in the sales offices in the larger cities and in many ways demonstrating the value of the machine. From 1875 to 1878 this was her work and it was successful.

The first machine used by Mrs. Saunders sat upon a sewing machine frame to which the machine treadle was still attached. There were only capital letters possible to the machine and when Mrs. Saunders left the typewriter company to take a stenographer's position with a life insurance company in Brooklyn, she took this machine with her, using it there for thirteen years. Then, as the company began receiving letters on double case machines, it felt that it should keep up with progress, and it bought a new machine, having both the capitals and the small letters.

It was with this old upper case typewriter that Mrs. Saunders first discovered that the machine had rendered her own self-taught stenography useless to her in correspondence work. Her employer told her that he would as soon talk his letters to the machine direct as her rapidly on the machine beyond him, and no time could be saved to either of them through the stenographic dictation.

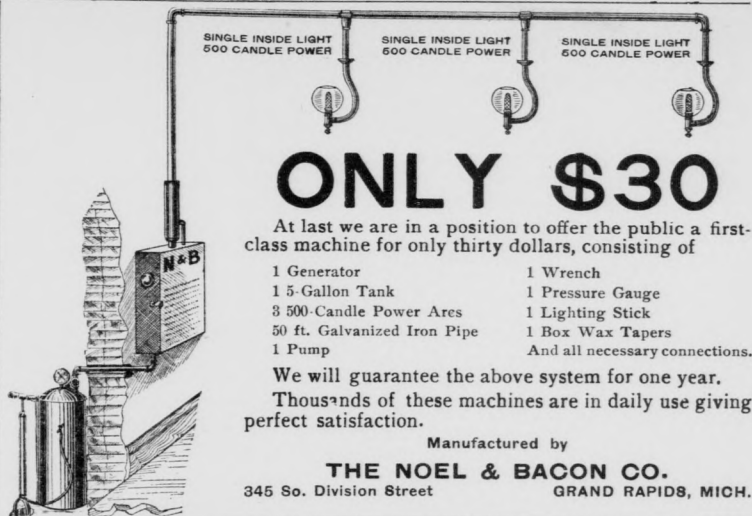
At the present time Mrs. Saunders is associated with an insurance company in New York, and she is as rapid as ever in the use of the typewriting machine. In addition to her regular work as correspondent, she is Secretary of the National Association of Audubon societies, and in this position she has to maintain wide correspondence with other societies and with individuals interested in the habits and the protection of North American birds.

Mrs. Saunders still is an enthusiastic typewriter, and while she feels that with or without her own efforts as the earliest demonstrator of the writing machine it still would have become the perfect thing it is, she is proud of her position as the first woman in the United States, and in the world, to have made her livelihood at an occupation which has been revolutionary in its effect upon the evolution of the business woman.

Hollis W. Field.

Don't be a kicker and a sore-head. Things can not always go your way. You are not right all the time. The other fellow has ideas as well as you and sometimes his are better than yours—in the estimation of the majority. Always be prepared for defeat as well as success and take things as they come.

Too many read "Charity weepeth long."



ONLY \$30

At last we are in a position to offer the public a first-class machine for only thirty dollars, consisting of

1 Generator	1 Wrench
1 5-Gallon Tank	1 Pressure Gauge
3 500-Candle Power Ares	1 Lighting Stick
50 ft. Galvanized Iron Pipe	1 Box Wax Tapers
1 Pump	And all necessary connections.

We will guarantee the above system for one year. Thousands of these machines are in daily use giving perfect satisfaction.

Manufactured by
THE NOEL & BACON CO.
345 So. Division Street GRAND RAPIDS, MICH.



Superior Stock Food

Superior to any other stock food on the market. Merchants can guarantee this stock food to fatten hogs better and in a shorter time than any other food known. It will also keep all other stock in fine condition. We want a merchant in every town to handle our stock food. Write to us.

Superior Stock Food Co., Limited
Plainwell, Mich.

No Premium Coupons in These

On December 15th we ceased packing premium coupons in all packages of the following brands:

Quaker Oats	Banner Oats
Saxon Oats	Hower's Oats
	Tea Cup Oats
	Prize Oats
Pettijohn's	Apitezo
	Zest
	Go
	Saxon Wheat Food
	All Schumacher's (F. S.) Cereals

Word-spelling coupons, without the "cash" feature, are for the present packed in **Scotch Oats** and **Avena** packages, but on February 1st, 1905, they, too, will go if our proposition of December 14th is accepted. Should they stay?

THE AMERICAN CEREAL COMPANY
CHICAGO



Weekly Market Review of the Principal Staples.

Silks—A steady demand continues on all silk piece goods suitable for spring and summer wear. Manufacturers have already secured sufficient orders to keep their plants running for several months to come and with the advanced prices now being obtained feel very confident of the final outcome. Many orders, it is true, were accepted at very low figures at the opening of the season. Since then, however, prices have been gradually but steadily advanced, so that to-day the manufacturer is in a better position than in several years. Everything now points to not only a heavy demand this spring, but the continuance in favor of silks all through the summer. The cutting-up trade, dressmakers and ladies' tailors catering to the more exclusive trade are turning out quantities of silk costumes to meet the demand which is already in evidence. It looks as if it would be what is termed in the trade a "white summer." Large quantities of white taffetas and other silk fabrics in white are being made up into garments. Even white silk automobile dust coats are to be seen in several exclusive shops. Taffetas are well in the lead and the yardage consumed so far and now ready to go into consumption is exceptionally large. Browns will again be in favor, as is evidenced by the number of costumes, tailor-made and otherwise, shown in retailers' windows. Greys are talked of as a possibility, but it is not believed that the demand for this shade will reach anything like abnormal proportions. Blues will be good, all shades of green and certain shades of plum and onion are counted upon as good property. Pongees, instead of dropping out of favor, are well to the front, and importers as well as domestic manufacturers report their sales as larger than ever for this well-known fabric. Rough effects in Tussahs and similar goods, crash effects and imitations of linen dress goods are in excellent request. Domestic manufacturers have met with much success in turning out these fabrics. Many new ideas in the shape of novelties have been put on the market, and it is safe to say that those with any merit at all have met with instant success. The buyer is always looking for something new and striking and the agent able to produce such goods can almost command his own price while the demand lasts. As a result of this the woman shopper will find ample to choose from this season, and the fear of having a costume just the same as everyone's else need not trouble her.

Rugs—If the demand continues with the same steadiness the season bids fair to prove one of the most satisfactory in the history of the

trade. Not only are imported rugs in excellent request, but the demand for domestic makes is reported larger than was expected. Some of the best sellers are Wilton, Axminster, velvet tapestry and Smyrnas. Sizes 12x14 feet are in best request, although some of the smaller ones, such as 9x12 and 6x9 are good. The representative of a prominent mill in discussing the increased demand for rugs said: "It is wonderful the way the rug business has developed during the past two years. Of course, the largest business is done in Oriental rugs, but the domestic manufacturer is in the field to stay. Last season over one-third of our business was done on rugs, and this season the rug end will represent fully a half if not more. We have just received an exceptionally large order for domestic rugs to be used in one of the large apartment houses which has just been completed. The idea of the owner of this building is to rent all apartments furnished. As the principal rooms are all finished in hard wood rugs were required. We received a request for an estimate on two sizes of rugs for dining room and parlor, and secured the order which will amount to several thousand dollars. All the best furnished offices in the city are to-day furnished with rugs; they are cleaner and healthier than carpets, and are being used for that reason."

Carpets—Jobbers report an improvement in the demand for goods during the past eight or ten days. Buyers, it is stated, have been more liberal in their orders, and in addition are requesting prompt shipment of goods now on order. This is due not so much to an increased demand at retailers' hands, but to the general belief that goods bought now will be well bought, as later on higher prices are more than probable. The weak spot in the market seems to be the unsatisfactory condition of ingrain. Since the new season opened the demand for these goods has been anything but satisfactory, notwithstanding the fact that prices are exceptionally low when compared with other lines. Further curtailment is reported on the part of Philadelphia manufacturers, who are emphatic in their statements that unless the situation takes a turn for the better in the very near future they will close down their entire plants. Carpet yarns have steadily advanced as a result of the increased cost of wool, while prices for the manufactured article have stood still.

Tide That Led to Fortune.

"There is a tide in the affairs of men," said the man who quotes Shakspeare, "which, taken at its flood, leads on to fortune."

"Yes," replied the man who had married an heiress, "I remember the tide that led to my fortune well."

"What tide was that?"

"It was eventide, and we were sitting in the garden."

Some men will miss heaven because they sit so long by the wayside dissecting their guide books.

NOTIONS

Our stock of notions is complete. Pins, Hooks and Eyes, Tape Needles, Shoe Laces, Buttons, Safety Pins, Thread, Pens, Pencils, Handkerchiefs, Writing Paper, Envelopes, Combs, Hair Brushes, Cloth Brushes, etc., etc.



The best watch in the world, guaranteed for one year, to retail for \$1.00, stem wind and stem set. Delivery February 15th.

P. Steketee & Sons

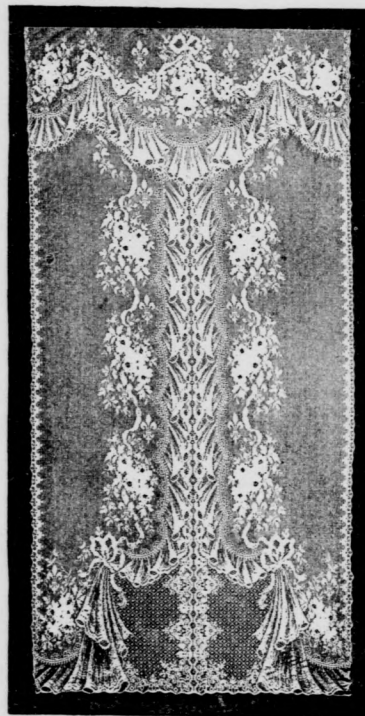
Wholesale Dry Goods

Grand Rapids, Mich.

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.

Some Things They Are Doing With Leather.

The following, from a fashion authority, gives an idea of the new demands for leather, and serves to explain high prices for the shoe manufacturers:

Last summer, when fashion's couriers announced that leather raiment would play an important part in winter modes, the statement was taken not only with a good-sized grain of salt, but considerable actual incredulity. Leather was then considered an unfeminine fabric—the fad of the girl who went in heavily for sports. To-day the girl who wears the most frivolous and dainty effects in evening raiment is just as apt to sport a frock trimmed with leather on her shopping trip, and an all-leather coat for motoring.

It is quite probable the motoring is largely responsible for the vogue of leather raiment. It is just the material suited to general motoring equipment, and it somehow sets off a car as no costly furs or high-priced rainproof materials ever could. The girl who goes in for shooting, rather than for motoring, feels that the present leather get-ups place her on terms of perfect equality with her brother sportsman, while the girl who neither motors nor shoots gets into line by trimming her heavy outing costume with bands of leather, or applique in the same finish.

The complete leather garments are shown in both glaze and suede finish, and the majority of women seem to prefer the former. For short motoring trips there is no doubt that the three-quarter coat receives the preference, and this is worn over an ordinary skirt of heavy cloth. But for the motor faddist come complete costumes of leather, finished as beautifully and trimmed as tastefully as if they were evolved from silk or velvet.

The skirts are necessarily severe, and are given a flare around the bottom by the use of a deep graduated and shaped flounce. A very effective example in brown ooze calf has a plain skirt with a twelve-inch flounce around the bottom, set in smoothly at its junction with the skirt but rippling around the feet and finished with seven rows of heavy stitching. This flounce is faced with a good quality of velveteen, which is lighter than leather facing. The short coat has fitted back and sides and semi-fitting fronts with a single dart. It is double-breasted and finished with dull gold buttons, the gold appearing in ornaments on the turnover collar and the shoulder straps.

Ooze calf is an extremely pliable leather, and with big plain sleeves, such a costume can be worn over an ordinary blouse and a sweater and still not look bulky. More striking is a combination of glaze leather and yedda, the fur novelty of the season. Yedda is in reality calfskin, with all the familiar markings, and it affords a piquant contrast with the glaze leather. The skirt is tight-fitting around the hips, but starting just below the knees are two shaped

flounces, one below the other, so graduated that there is a smart ripple around the hem, which is finished with a band of yedda. The Louis Quatorze coat, falling below the knees, is also finished with a shaped flounce, and the vest is of yedda, which forms the frogs on either side of the waist line. The full, pouched sleeves, as well as the turnover collar, are made of yedda applique with plain leather outlined with embroidery.

An extremely smart full-length motoring coat was recently brought from London for the use of a Chicago woman, who is going in heavily for automobiling. The material used is a handsome, fur-like fabric, which has a surface somewhat similar to Greenland seal. This is lined throughout with gray and white squirrel, and has a deep flounce of raccoon fur, which can be turned up about the ears in stormy weather. The sleeves are particularly worthy of note. At first glance they appear to be only the ordinary bell-shaped sleeve with deep turnback cuff, but on closer examination it is seen that they are fitted with storm cuffs of stout silk, fitting snugly into the wrist. In shape, this coat is very much like the popular loose raincoat with a belt across the back.

Nearly all the three-quarter coats are finished with a shaped flounce, and some of them even flare out from a yoke pointed back and front, in which case they also have the strapped or belted back. The sleeves are roomy, pouched at the wrist, but quite generally fitting smooth and flat into the arm.

A very smart example of this style is done in brown leather, with squirrel fur lining, but the piping of natural colored chamois skin. The collar is also faced with fur and the sleeves are equipped with snaps to fasten at the wrist when stormy weather prevails. These coats come in an immense variety of colors, from creamy white to maroon.

Parisian fancy shows a three-quarter coat of suede leather in French gray, whose great revers and turnback cuffs are heavily applique with velvet and silver embroidery. This is a dressy garment, but it lacks the comforting qualities of the more conventional leather raiment.

Very effective motoring coats are shown in heavy waterproof cloth, trimmed with leather, and in this case the leather applications are broad and severe, small, intricate patterns being decidedly out of place. The leather on such raiment usually appears in the form of deep turnback cuffs, revers, belt and leather-covered buttons. An English importation shows a tweed in a subdued check, in various shades of tan and brown. The lining is of squirrel fur and the trimmings of dark brown suede, displaying the darkest tone in the check.

An English fancy of which some of the American girls approve is a Norfolk coat, done in hand crochet, with kid collar, cuffs and belt. These garments are extremely warm and very effective when worn with a ped-

estrian or skating coat of rich plaid. They come in black, white, navy, brown, scarlet, gray and silver mixtures.

Much white fur is used in the construction of the motoring coat for runabout wear, but it will not withstand the hard usage which is inevitable in connection with long runs. A daring New York woman, who handles her own motor, recently dashed down the avenue attired in a coat of pale gray suede, lined throughout with white fur, and finished with an immense collar of white fox.

All sorts of novelties are offered in motoring accessories from veilings to boots. A motoring boot is designed for drawing over the ordinary footgear, and the leather employed is so soft and pliable that it prevents any sensation of clumsiness. The sole is thoroughly waterproof thanks to an interlining of sheepskin, yet it is light and affords the wearer full play with the brake or in walking. A fur lining is sometimes added to this boot, particularly for women who are sensitive to the cold.

One of the newest hoods is also fur-lined and has a single flap of silk, which is built to draw over the front of the hat and support the double veil, which in nine cases out of ten will render an eye-guard of mica unnecessary.

These double veils have reached that point of excellence where they are a real comfort to the motoring woman. The newer one is of gauze,

affording ample protection from the dust, and the appearance of the woman is enhanced by the addition of the ordinary chenille-dotted variety of veiling.

Fills Its Niche.

The Michigan Tradesman fills its niche in the field of journalism in a way very creditable to its publisher, and gives such good advice to its readers that we reproduce a few of the sentiments expressed in last week's issue. If followed by readers of the Independent, Grand Ledge would be a more progressive and better city.—Grand Ledge Independent.

Endurance is the fruit of endeavor.

Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOBELEY & CO.

GRAND RAPIDS, MICH.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

The Latest in Style



The
Most Comfortable
In Design
and
The Best in Value

Retailing at One Dollar

PURITAN CORSET CO.

KALAMAZOO, MICH.

THE VILLAGE GROCERY.

Why Its Proprietor Was Obligated to Stand Treat.

Written for the Tradesman.

It was a stormy night in March and the north wind howled lustily as it tore through the bare branches of the Northern forest and across wide stretches of frozen water; and it raised little swirls of snow and left them in its wake to dance about for a time in the field of the settler and to form the drifts that blocked his roadway or cut off his path to the barn.

It was a night for good men to stay by their firesides and for those evilly inclined to keep well out of sight. And yet at the little store in the village of Opal there were not only light and warmth, but there were mirth and laughter, and the brightly burning kerosene lamps overhead and the fiercely blazing maple knots in the big heater bade cheerful defiance to cold and storm and snow.

It was an interesting party that sat around the stove that wintry eve and laughed playfully at each other and made light of themselves and of the world at large. Most of its members had decided that life is a joke, and a pretty good one, too, and that the sooner a man finds it out and profits by the knowledge, the better it is for him.

"Say, Doc," said Billy Simms to the village physician, "d' you know what Hicks says about you?"

"Not exactly, but it must be something very nice," replied the medic with a smile.

"Oh, it's that, all right enough," returned Billy. "He says you're the advance agent for Sprig Mopes."

Mopes was the village undertaker, and a round of applause greeted the sally.

"Kind o' hard on the Doc," suggested the Oldest Inhabitant with a half suppressed grin.

"Never worry about him," remarked the Weather Prophet warily. "Doc kin take care of hisself."

"Go fer him, Doc," urged Hank Weatherbee. "Never say die."

"Nothing to offer," remarked the doctor with a bored look. "It's bad form to joke about my profession, and besides that my old friend Hicks would be displeased if I suggested that he already has and is even now in the act of defrauding Mr. Mopes of his just due."

"How do you make that out?" demanded Hicks, speaking for the first time in ten minutes.

"By walking around to save funeral expenses. Everybody here knows you've been dead for the last six months."

"Jim hain't as nigh dead as he might be," said Simms, warningly. "be ye, Jim?" he added as that gentleman began to move uneasily in his chair.

Hicks shrugged his shoulders. "My demise," said he, "must have immediately followed the treatment you gave me last March for cankered sore throat. I knew at the time that I suffered the tortures of the damned, but your methods are so much more severe than any kind of death

I ever heard of that I took it for granted I had escaped."

"Hi, hi, hi!" shouted the Oldest Inhabitant gleefully, and the Weather Prophet wriggled around on the salt barrel until he caught his trousers on a protruding sliver.

"I don't b'lieve in bein' too personal," remarked the latter at length.

"Why?" asked the Oldest Inhabitant.

"Waal, I don't like to say nothin' that's liable to hurt a man's business; I don't. Some feller might hear these here remarks an' get the idee that Doc hain't no good, an' we all know better'n that."

"Speakin' fer yerself, mostly, I reckon," suggested Billy Simms.

"Aw, I d'no," answered the Weather Prophet; "everybody knows Doc's all right."

"Ever do you any good?"

"Why, waal—yes, course he did. That is, he done the best he could."

"Oh, nobody doubts that," said Hicks. "So does a polecat."

"Do what?"

"The best it can."

"Yes, but ding it!" said the Weather Prophet, "he done quite a lot to our house. The' was a coon got into our hen house one night, and Doc comes drivin' along bright an' airly next mornin' an' shot it fer us."

"Oh, that's right in Doc's line," commented the Oldest Inhabitant.

"What is?"

"Killin'. I reckon he nailed the coon first shot, eh?"

"Waal, not the first shot, exactly," replied the weather Prophet apologetically. "Ye see, he knocked the head offen our big Bramey rooster an' winged a couple o' spring pullets first; but yuh betcher life he hung to it until he got Mister Coon all right enough. I bet he'd of got that coon if he'd had to kill every chickin' the' was in the coop."

"Oh, that's Doc all over," observed the Oldest Inhabitant. "If at fust ye don't succeed, keep on tryin' until ye do fetch bleed," is his motter."

"Go ahead, boys," said the physician uneasily. "Have all the fun you like. I'm enjoying this very much; but I warn you right now that I'll buy no more cigars to-night, no matter how often you earn them."

"Say, Williams," said Hicks addressing the merchant, "what was it about that Dutch letter you had the time with last winter. You never told us about it."

"That wasn't so," said the storekeeper with a blush. "It was just a put up job of John Van der Bunt's."

"John says it's all right, though, and that he can prove it," insisted Jim.

"John isn't half as smart as he thinks he is," said Williams, uneasily.

"Well, I guess I'll have to explain it to these gentlemen in the way I understand it, and then they can judge of the truth or the falsity of the story according to the law and the evidence. Is that fair, boys?"

"Oh, you bet," came the answering chorus.

"Well, you know in the first place Williams has been making a big effort for the Holland trade."

"Yes, we know all about that."

"In the second place he's got a notion that he can talk Dutch like a Netherlander. Of course nobody but Williams believes that, but he isn't running our store, so if he gets any comfort out of the idea, why, as far as I can see, it's mostly his own affair."

"I never did," answered Williams sheepishly.

Hicks ignored the remark. "And now, of course, all that might be well enough, only that he swelled himself all up one day and made it known that he could read—think of it—READ Dutch, and that any written orders that came into the store would be promptly and intelligently (I believe that's the wording), promptly and intelligently filled."

The merchant squirmed on his chair. "That ain't so," he said.

"Well, we can't take any unsworn affidavits," said Hicks, "so I'll proceed. One day who should come in here but a big Hollander who could neither read nor write, and he brought along an order for goods and handed it to Williams to fill. Of course, a man with any head at all can put up groceries for such a customer, even if it is written in Dutch, for they always want about the same line of goods, and our noble merchant had enough of a smattering of the lingo to be able to spell out coffee and rice and fish and tea and some things like that that are pretty nearly the same in both languages, and he thought he was doing wonders—"

"I never made a mistake in the whole order," interrupted Williams with considerable irritation.

Everybody laughed. "Now we're getting testimony from the parent source," said Hicks. "A minute ago you said it was all a lie; but you know the adage that reads, 'Truth is mighty and will prevail.' I guess we'll get to the bottom of this after a while."

"I didn't say it was all a lie," growled the merchant as he poked savagely at the fire. "What I said was that John Van der Bunt thinks he's too smart, and I stick to it."

"Mr. Van der Bunt is a very honorable and intelligent gentleman, and I have had much pleasant conversation with him," said Hicks dryly. "But now to proceed with the story. Williams, as I have before stated, put up the grocery list, but at the last end of the order there was a word that crippled even his vast intelligence. It was written plainly—very plainly. In fact, it was so plain that there could be no possible doubt as to the letters that composed it, and Williams ran over the entire list of goods he had in stock, but could find no article on his shelves that seemed to meet the requirements. Finally he appealed to the man who had brought in the list. But, as I said before, he couldn't read, even as much as Williams, here, and there he was."

"At last our illustrious merchant conceived a brilliant idea, and he tried to pronounce the word so that the man would recognize and be able to name the article that was wanted. And he did. He articulated it by all

the rules of English, French, Dutch, Italian and even, so they say, he entered the realms of Russian and Choctaw, but still the Hollander insisted that there was nothing in that line that could possibly be used on the family table."

"Well, but what was the word?" asked Billy Simms, who had husbanded his inquisitiveness for an unusual time.

"Yes, what was it, Williams?" repeated Hicks. "You know you're authority on that sort of thing."

"I've nothing to say," replied the merchant wearily. "If you know so much you might as well go on with your yarn."

"Well, boys, to cut this down to a bare narrative, Mr. Van der Bunt says the word was 'gegroot,' and that it means something like 'yours truly,' and in this case signified that the order was finished—that nothing more would be required that time."

"Yes, but what did Williams do about it? Did he hunt up something else to send along with the goods?"

"No, he didn't. Williams is anxious to do business, and he hates to lose a sale as bad as the next one; but even his colossal nerve failed him in this instance. He finally gave it up as a bad job, looked wise at his customer, told him they were out of the goods that day, but would have plenty more in by the time he came to town again, and handed the man a bag of peppermints to insure his future custom."

There was considerable applause, in which the merchant took no part. The fire had burned low. Williams looked uneasily at the clock and said that taking it up one side and down the other, he had had a pretty hard day of it, and that if the boys would go peacefully home and keep their mouths shut, he would furnish the nicotine. So the crowd smoked up, and then promptly and cheerfully filed out into the winter storm.

George Crandall Lee.

A Few Conundrums.

When a public speaker has had the misfortune to lose one of his hands, what appellation would express his condition? Off-hand speaker.

Why is a lame dog like a school-boy adding six and seven together? Because he puts down three and carries one.

When is a boat like a heap of snow? When it is adrift.

What three letters change boy into man? A G E.

Who can speak all languages? Echo.

Why is gooseberry pie like counterfeit money? Because it is not currant.

Why are corn and potatoes like certain sinners of old? Because, having ears, they hear not, and, having eyes, they see not.

What is the difference between a man looking upstairs and one going upstairs? One stares up steps and the other steps up stairs.

No man wastes as much time as the man who never wastes any in kindness.

Right and Wrong Ways of Getting Customers.

That which tends to bring about the success of any business is a general and substantial increase in custom. The general retailer must take particular care of his customers and have his clerks do the same if he intends to have a successful business. If a new party moves into town worthy of catering to, the merchant in that town who succeeds in gaining his trade considers himself favored. This is where advertising comes in, and pays best; for retailers—especially those who are continually claiming that advertising does not pay—should know and understand that the value of advertising can not be determined by direct results alone. The thing should be considered in this light—if a retailer spends \$10 in advertising by means of which he fails to get any direct results, but succeeds in getting one regular customer who will spend \$400 a year with him, it will be a very good and paying investment for him. Of course regular customers can not always be traced to the advertising direct, and the advertiser, owing to this fact, is very apt to lose patience with results unless such results are easily traced.

In the mail order business the method is slightly different, for all enquiries are of course from possible customers and the ability to make customers of trial orders and enquiries lies wholly with the mail dealer himself. This, too, is the principal point for the advertiser to consider, for from regular customers there is a chance of receiving a regular income, which can be depended upon.

Every man in business ought to know a good deal about his competitor. He need not parade the information—he would better not; and he should not refer to his competitor in his advertising. But he should make it a point to know as much as possible about that competitor's plans for getting trade—his facilities for buying—the terms on which he buys and sells—just as the general in command of an army should know as much as possible of the plans and resources of the opposing commander. Business is war, and a merchant is justified in employing every honorable means to inform himself of the conditions he will be called upon to face. Especially in the advertising field is it almost indispensable that he shall learn as early as may be of schemes and plans about to be launched by others in his line, so that he may be able to protect his own interests by counter-attractions and offerings. The securing of such information is one of the most important duties of an advertising man. Ignore your competitor, but do not neglect him.

When you find a man overzealous about the faults of his neighbors wait until the dust settles and you will find the holes in his own coat.

It's a queer religion that is never happy unless it is making some one miserable.

Hardware Price Current

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

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

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	4
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	4 25
Quarts	4 40
1/2 gallon	6 00
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, per doz.	3 15
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltng cans	9 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	4 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl. 20	
No. 0 Tub., Bull's eye, cases 1 dz. each 1	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll	25
No. 1 1/2 in. wide, per gross or roll	30
No. 2 1 in. wide, per gross or roll	45
No. 3 1 1/2 in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	3 00</

ROAMING RODENTS.

Some Unique Characteristics of Two Odd Species.

This is the tale of a rat; a pack rat. Way up in the northwestern corner of the United States, among other queer things that are not found elsewhere, are two species of rats that live in the woods. Both are kleptomaniacs. One species is called "trading rats," because, although they are great thieves and steal everything they can carry away, they invariably leave something in place of the stolen article and take great trouble and pains to do so. Hence, it must be assumed that they are honest at heart and endeavor to obey the golden rule, which a majority of rats as well as men and sometimes women neglect to do. The "trading rat" is large and strong and can carry a considerable load in his mouth. He does not have the faculty of estimating values accurately, for when he carries away a piece of bread, or a piece of cheese, or any other article of food, he is apt to leave a chip, an old piece of leather, a crooked nail or some other worthless article in its place. He always leaves something, which is certainly to his credit, and perhaps his inability to distinguish between values ought to be overlooked because it is due to defective instincts and lack of education.

These rats are found chiefly in the lumber camps along the coast of Puget Sound and as far east as the Cascade range of mountains. They live in the "dead and down" timber, are native to the country and are found nowhere else that I have ever heard of.

The "pack rat" is even more eccentric in his habits. He gets his name from the fact that he carries things from place to place, and generally from the place of some one else to his own. Out in that country the word "pack" is used in a sense quite different from its meaning in the East. In the cities of Washington, Philadelphia, Chicago and other places that might be mentioned, when a man "packs" a thing he puts it into a trunk or a box, or lays it away where it will be undisturbed. In the States of Washington and Oregon, when you "pack" a thing you carry it from one place to another. The clerk at a hotel at Tacoma tells a bellboy to "pack" a pitcher of ice water to room No. 613; a saleswoman in a store at Seattle will ask her customer, "Shall I pack these home for you?" and the millionaires of Bellingham call up their bankers on the telephone and ask to have money "packed" over to their offices. Newsboys and carriers "pack" papers to their customers, and young men who take young women to theaters or balls "pack" them home at the end of the entertainment.

This term is doubtless derived from an early custom of the country, when travelers carried their luggage on their backs and merchandise was "packed" over the mountain trails on the shoulders of Siwash Indians and other carriers. But nowadays you hear the word used everywhere as a substitute for "fetch" or "car-

ry," and it has become attached to a very interesting species of rat, that has an insatiable passion for carrying things. He lives in the woods like the "trading rat," and his field of operation covers the same area. They resemble each other in appearance also, and none but an accomplished zoologist can tell one from the other.

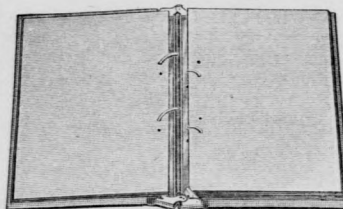
Marvelous stories are related concerning the intelligence and industry of the "pack rat," but in repeating them one does not necessarily become responsible for the truth or accuracy of the statements.

The storytellers in that part of the country, like the troubadors and zingaras of ancient Spain, do not furnish affidavits to support their yarns and many surprising incidents are related of men and women and beasts and birds and creeping things not recorded in natural history. For example, when I was out there some years ago I was told of a cat ranch on one of the islands in Puget Sound where an eccentric Scotchman had established himself and was raising millions of cats for the fur trade. The details of his transactions were given as frankly as could be, and he was said to be making enormous profits. The cats were fed on fish caught in nets in the waters of Puget Sound, and the place was called Eliza Island, in honor of the original tabby, whose litter of kittens was the foundation of the enterprise.

That cat ranch has disappeared, no one seems to be able to explain how, but fertility of imagination still remains, and is a never failing fountain of entertainment. For example, an interesting story is told of the intelligence of the crows which abound in that region. Like the people of Rhode Island, they are fond of clams, and when the tide goes out can be seen in thousands poking their beaks into the sand on the beach. Usually every crow gets a clam and, not being provided with openers, they seize the shell in their beaks and soar away into the circumambient atmosphere toward a ledge of rocks which extends out into the Sound, and when the tide is out shows a wide, flat, smooth surface of stone. When a crow reaches the proper location in the air several hundred feet over these smooth rocks he drops his shell, which is smashed as it strikes the rocks, and the bird darts down and picks out the clam before anybody else can get it.

But I was speaking of the "pack rat," and am authorized to relate the extraordinary experience of Mr. and Mrs. Strader, people of eminent respectability, who have a cabin on Lake Samish, where they spend their holidays and as much more of their time as possible. The cabin is nine miles from the city of Bellingham, Wash., and is reached by a fine road through some of the most magnificent forests you can imagine. These good people are well acquainted with pack rats and trading rats, and have had much interesting experience with both. On one occasion last summer they locked up their cabin and went into town, where they remained for

Still Another New One

The E. & H.
Prong Binder

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

THE Edward Hine Co.

Loose Leaf Devices, Printing and Binding.

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



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

Cold Weather Glass

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

Grand Rapids Glass & Bending Co.

Factory and Warehouse, Kent and Newberry Sts.

Grand Rapids, Mich.

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

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foot & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH CLASS
FOOTE & JENKS
EXTRACTS

two days. Before going they stripped their beds, hung the blankets and sheets over the clotheslines to air, and placed a basket containing about a half-bushel of prunes on top of the kitchen stove, where they thought it would be safe from prowling rodents. The doors and windows were all tightly closed and safely fastened.

Forty-eight hours later, when they reached home, the basket on the kitchen stove was entirely empty and its contents were distributed over the surface of a mattress, each tuft containing exactly three prunes. The teeth marks in the fruit showed that a rat had carried them, one by one, from the stove in the kitchen across the entire length of the house and deposited them with mathematical accuracy on the bed, where they were found. The rest of the prunes were found upon another bed in another room. Part of them had been arranged in the same order; the rest were in a pile in the middle of the mattress, showing that the rat had left the job unfinished.

For a time it was a mystery how the animal had entered the house, but careful investigation showed that he could only have done so through a small hole under the ridge pole at the top of the house. The cabin is built of logs, and the roof is made of cedar slabs. The crevices between the logs are carefully "chinked" with clay, but at the apex under the ridge pole at one end of the house a little hole was left into which a man might thrust his arm, or through which an ordinary-sized rat might crawl. In order to reach it, it would be necessary for the animal to climb the outside wall of the house.

On another occasion when the folks returned from a visit to town they found that the rat, or perhaps it was another one, had made a nest in the corner of the sitting room with cotton he had pulled out of the comfortables on the bed and feathers he had taken from the pillows. No one is able to explain how it knew that the comfortables were filled with cotton or the pillows with feathers, but it found them both, all right, and made a lovely nest where, if it was a lady rat, she might have taken care of her family with all the comforts of home.

In the nest and around it was a large quantity of plunder, loot which the rat had brought from different parts of the house and from the outbuildings on the place. There was a buckle, which must have come from the stable several hundred yards away, and a quantity of nails, which came straight from a half-filled keg in the tool shed about half that distance from the house. Every nail represented a journey from the house to the tool shed and up and down the walls of both, for the rat had no other means of entrance or exit. It had rolled several glass fruit jars from a cupboard in the adjoining room, and seven or eight jelly glasses had been lifted from a shelf in the kitchen, but not one of them was broken. What the rat expected to do with all of these things, or what need it had for them, is beyond the

knowledge of those who tell the story.

The rat was absent when they returned from town, and it did not return that night, although the owner of the cabin sat in the room where the nest was with a shot-gun in his hands hour after hour intending to give him a warm reception. He tried again and again, day after day, to get a shot at him, but the rat was too smart for him and it was not captured for several weeks. It finally fell into an ambush in the form of a trap which had been set beside the nest and carelessly covered with a piece of gunny sacking.—William E. Curtis in Chicago Record-Herald.

Recent Business Changes in the Hoosier State.

Bloomington — Elijah Hancock, meat dealer, is succeeded by Clark & Bafford.

Clinton—Wm. H. Stone will continue the grocery business formerly conducted by Stone & Curtis.

Corydon—The hardware and implement business of Bender & Wiseman will be conducted in future by Joseph Bender.

Elkhart—Hosteter & Lehman, hardware dealers, have dissolved partnership. J. H. Lehman will continue the business.

Fort Wayne—The Packard Co., manufacturer of pianos, has increased its capital stock to \$48,000.

Fort Wayne — Scheidegger & Sprunger, bakers, have discontinued business.

Indianapolis—The patent medicine business of Dr. N. C. Davis will be conducted under the style of the N. C. Davis Medicine Co.

Indianapolis — Chas. Wells will continue the retail grocery business of Litel & Wells.

Indianapolis — The business of Segmar Muhl, retail druggist, will be conducted in future under the style of the S. Muhl Drug Co.

Indianapolis — The wholesale and retail cigar and tobacco business of Sam. D. Pierson will be continued under the new style of the Pierson Cigar Co.

Peerless—Robert Keithley is succeeded by James E. Fry in the general store business.

Pekin—Graves & Markland, who conducted a general store, have dissolved partnership. The business will be continued by S. N. Markland.

Tippecanoe—Hugh M. Cooper, druggist, is succeeded by Ringle & Drew.

Valparaiso—The Stinchfield & De Motte Furniture & Undertaking Co. is succeeded in business by the Stinchfield & Peters Co.

Wabash—Wagner Bros. are succeeded by Wagner & Lewis, who will carry a line of clothing, shoes and furnishings.

Huntington—Wm. H. Heckler, dry goods dealer, has made an assignment to Patrick Gorman.

Logansport—A receiver has been appointed for the Indiana Biscuit Co.

Piety is not a penance paid on earth to purchase property in heaven.

Straub Brothers & Amiotte's

Candies Are The Best



Traverse City, Mich.

You Will Attract New Customers

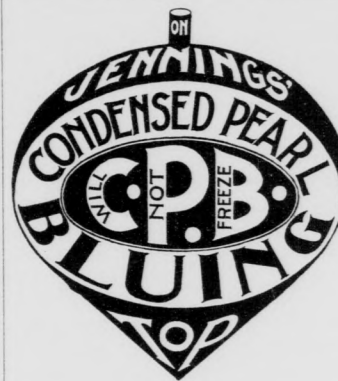
if you will add to your stock a line of

Hanselman's Candies

We have helped thousands of merchants build up a first-class trade, first, by the superior quality of our goods and, second, by furnishing them with attractive advertising matter and display cards.

Let us do the same for you.

HANSELMAN CANDY CO.
Kalamazoo, Mich.



C. P. Bluing

once sold makes a customer.

It's the original

Condensed Liquid Bluing

and is a very blue proposition.

Packed in 5 and 10 cent bottles and it will not freeze.

Order direct or of your jobber.

JENNINGS FLAVORING EXTRACT CO., Grand Rapids, Mich.

WE ARE BUYERS OF CLOVER SEED AND BEANS

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

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

ONIONS

We have them; also all kinds of foreign and domestic fruits.

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



Michigan Knights of the Grip.
President, Geo. H. Randall, 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.

The Strange Traveler from the Merchant's Standpoint.

Written for the Tradesman.

The grocer had just finished a light noonday lunch and was in a satisfied state of mind as well as body when in walked an agent. The latter was evidently tired and hungry, therefore the conditions were altogether favorable for the merchant. What merchant has not had the experience when just the opposite was the case and either the agent, no matter what his line, received hardly civil treatment or else succeeded in placing an order which would not have been possible had the merchant been fully prepared for him?

By way of comment we would like to propound the question whether a traveling salesman has any right to expect a merchant to listen to his propositions or examine goods unless he has been notified beforehand of the agent's intended visit? We say that unless it is one who makes visits at regular intervals and is, therefore, expected at about a certain date, he can not expect the attention which would be due him had his coming been announced. The regular visitor, however, is usually most particular to give notice of his calls, thereby allowing his patron time to look over stock and estimate his future needs.

It is not usually to the advantage of either the agent or merchant that the former should appear unexpectedly. Considerable time is sometimes required to decide certain matters. The merchant may have other important business in hand and can not devote the time necessary to examine samples or weigh propositions. Especially is this true in case he is solicited to add a new brand or a new line of goods or deal with a firm of which he was never before a customer. He is not in duty bound to explain all the reasons why he is not prepared to give an order. He would be doing just right in saying that, having had no notice of the agent's visit, he had no opportunity to plan to devote any time to him and, therefore, he must be excused from any further interview, and then go directly about other business. No doubt there are many who practice this plan and never allow themselves to be imposed upon, but certain it is that there are others who do not. They have never considered the matter sufficiently to decide upon a definite course of action in such cases, and accord the agent time and attention to their own inconvenience and perhaps loss.

It is also for the interest of the house sending out agents to give notice of their intended visits and also such information as might aid them in securing desired attention. We have more particularly in mind the proprietor of a small retail business who has no buyer but himself and may not always have assistants to whom he can intrust the waiting upon customers while he entertains an agent. Where the business is of such magnitude that each department has its proper head or manager it might be different—and it might not. Such a buyer might have to devote the best part of a day to some one or more agents who had made appointments.

The agent can not select an hour when the merchant has most leisure, but must see him whenever he can. This we all know and make allowance for. But he should know before he starts on his trip what towns he intends to visit and the names of all established firms upon whom he desires to call. When he learns after his arrival in a town of a newly established store, he will, of course, make it a point to call on the proprietor that day.

Persistence is an admirable thing. The agent who has not a good stock of it is certainly disqualified for his profession, but it should be well balanced with discretion—or say, common sense. When a solicitor has made a blunder in the first details of his visit, whether it is in appearing unannounced, or in some other way, it would be wiser to accede at once to the merchant's demurrer and betake himself thence with an apology for his mistake and a cheery farewell. If he should ever call on that man again, having sent notice in advance, he would no doubt be given respectful hearing.

There may be merchants who are like wax in the hands of the artist and can be forced into a desired position by the agent, but one who has respect for himself and desires to make a good impression for his house will not resort to ungentlemanly methods.

Again, the merchant may be a man who can at once assume friendly and jovial familiarity with a perfect stranger—but he may not, and may resent such attitude toward himself. Business—not fun—may be his watchword.

The merchant is usually a very accommodating man. In his desire to please his patrons, too accommodating sometimes. To do almost everything he is asked to do, even to discommoding himself and bear burdens which no one should rightly expect of him, is one of his failings. When he is older grown he may be different. And so the traveling fraternity are generally accorded a respectful hearing, and sometimes the merchant is drawn into a discussion in which he is placed on the defensive. Being outdone in argument he yields to his opponent and orders goods against his judgment. It is not always that the goods are inferior in quality, high priced or undesirable, but not having planned to

handle that class of goods nor having time to devote to introducing them they become a hindrance and a loss to him.

In most cases the unannounced agent is one with whom the merchant had best have no dealings. Sometimes he represents the manufacturer who sells direct to the retailer. He secures an order from an inexperienced merchant for goods which are to be delivered free of freight charges. The latter receives the invoice, goes to the bank and pays a draft, then sends for goods only to find freight unpaid. This item may represent a large share of expected profits, being as much or more on a few pounds as several hundred would have cost from his nearest wholesaler. Then he finds he has purchased a brand which will not sell because unfamiliar to his customers. He has bought a gross probably when two dozen would have been ample supply, even of a staple seller. If he had purchased of the wholesale house with whom he regularly dealt, and found he could not sell the goods he could have exchanged them for others. His experience is dearly bought.

Then there is the agent who sells a certain quantity of goods with premiums, cigars, for instance, with watch, revolver and silverware. The tempting bait lands a sucker. The cash is paid and goods delivered. The merchant gives away nearly all the first box to introduce the brand. This makes a sale for a box or two and then no one cares for them. After a long time he may work them off at a reduced price without destroying the reputation of his stock and with proceeds of premiums come out even on the deal—but minus his profits on several hundred of staple brands.

And there are others who come unannounced because they have some scheme that looks well at first sight and the merchant buys because he does not take time to fully consider it. So it is well to be on the lookout; or perhaps better to have nothing to do with the stranger with a new proposition. And while we are speaking of these we might mention some who are not properly agents of whom it is well to beware. One is the stranger who offers a large bill for a small purchase. He may be a circulator of counterfeit money or a flim-flam man. He operates among the country stores away from telegraph or telephone communication as much as possible, or in the city in places where trade is brisk and the cashier extremely busy. Another is the stranger with a check from one of your well-known business men for which he gets several dollars good money in change besides his purchase, and then it turns out a forgery.

Perhaps we should have stated in the beginning of this article, lest any should waste valuable time in reading the foregoing, that the suggestions herein contained are intended only for those who need them, the beginners perhaps in mercantile life and the inexperienced drummers, those who are in the primary grade

as compared with others who have had years of training and experience. To the latter our words may be only reminders of the questions which they have long since satisfactorily settled.

Let it also be distinctly understood that there is no intention to disparage in any way the commercial traveler in general, as we desire to accord him his rightful place in the chain necessary for the distribution of goods from the manufacturer to the consumer. A good understanding between merchant and agent is helpful to both. Therefore each should endeavor to obtain a comprehensive view of the other's vocation and of the obstacles with which he has to deal.

Instances might be mentioned of other mistakes of the commercial traveler, such as calling at a merchant's residence at a late hour just as he was about to retire for the night, but enough for the present. If the traveler will point out the failings of the merchant and suggest some ways in which the latter might make improvements that would be to his own advantage as well as the agent's, we believe the criticisms will be kindly received.

Does the reader wonder what happened to the agent mentioned in the introductory paragraph? There is quite a story connected with him which may be worth recounting at some future time; suffice it to say that his business was so kindly and briefly disposed of that he closed his grip and gladly turned his attention to a much-needed dinner—not a cold lunch—which the merchant was enabled to furnish him, there being no hotel or restaurant in the place.

E. E. Whitney.

The better the home town can be made the better it is for every one living in it, also, all residents of its immediate neighborhood receive a benefit that can not be over-estimated. The farmers of the community look to the home town for the education of their children and it is rarely that good schools are found in the smaller towns. The importance of a town or city is gauged by its business, the more business that can be made for the town the more rapidly will it advance and the lesser will be the burdens of all residing within its corporate limits, and also the taxation will be lessened upon the farmers.

LIVINGSTON HOTEL

The steady improvement of the Livingston with its new and unique writing room unequalled in Michigan, its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton and Division Sts.
GRAND RAPIDS, MICH.

Gripsack Brigade.

Thomas Flannery, of Port Huron, has accepted a position as traveling salesman for the Pitton Novelty Co.

An Adrian correspondent writes: Ex-Sheriff William F. Shepherd has taken a position with the Anthony Fence Co., of Tecumseh, as traveling salesman. Mr. Shepherd will make a good man, as he is well known throughout Michigan and Ohio.

Mancelona Herald: W. E. Owen, who for three years past has been proprietor of the Owen House, has accepted a position as city salesman for the Saginaw Milling Co., at Saginaw, and enters upon his duties about Feb. 1. Mr. and Mrs. Owen lived in Saginaw before coming here. They have made many friends who will regret their departure.

The boys connected with Grand Rapids Council, No. 131, U. C. T., will retain the meeting hall in the Barnhart building for a club room, taking up and storing the carpet and replacing it with the linoleum which was on the club room floor. As this arrangement reduces the rental expense materially, it is confidently expected that it will be made permanent.

Petoskey Independent: P. J. Goldsmith, traveling salesman for the wholesale liquor firm of Julius Kessler & Co., of Chicago, died Monday at the Northern Hotel, where he had been stopping during a week's stay in the city. The deceased, who was 39 years old, had been ill for some time, his wife having been called from her home in Chicago to attend him. The remains were sent to the family home in Chicago for burial.

An alleged traveling man, who does not disclose his name, makes a big kick against the Northern interchangeable mileage book in the Grand Rapids Herald of Sunday morning, urging that the Michigan roads should give the traveling men the same concession that they obtain on the New York Central, where a 500 mile book is sold for \$10 flat, good for any one who presents it to the conductor. The Tradesman does not believe that this man voices the sentiment of 1 per cent. of the traveling men of Michigan, who are practically a unit in favor of the maintenance of the present book, which is the best book the boys have ever had and is good enough for any one, so long as present conditions continue. The criticism the interviewer makes on James Houston, Joint Agent for the Bureau, is well taken, because he has made himself as unpopular, personally, as the book is popular. He has misused his position, abused his privileges and treated the fraternity with scant respect and, for the good of the Bureau and the interchangeable mileage book, he should be superseded at the earliest possible moment.

Lansing Republican: The police were notified about 8 o'clock one night last week that a baby had been found on the doorstep of the home of Mrs. Ella Brandimore, 132 Larch street north, and Patrolmen Moyer and Retter were sent to the Brandimore home to discover, if possible,

who had deserted the infant. The child was found by Joseph Dean, general salesman for the National Biscuit Co., a boarder at the Brandimore home. He was asleep on the couch and was awakened by the cries of a baby. Going to the door Dean noticed a bundle on the stoop. Picking it up he carried it into the house and when it was unrolled there lay a week-old baby boy. After the arrival of the two patrolmen the infant was taken to the city hospital, where it still remains. There was absolutely nothing from which the officers could gain a clue as to whom the infant belonged or who had left it on the doorstep. Two newsboys said that they met a woman going in the direction of the Brandimore home with a bundle in her arms, and when they asked where a certain number was she simply hurried on. The boys met the woman again when they returned home and declare that she did not have a bundle at that time. She was apparently in a great hurry to get out of the neighborhood.

Midwinter Banquet of the Three Rivers Boys.

Three Rivers, Jan. 28—The Three Rivers Traveling Men's Association held their midwinter banquet Friday evening, Jan. 27, at the Three Rivers House. Mr. Bonine, the proprietor, did everything possible to make it pleasant for the boys and their families. The parlors were thrown open and the evening spent in card playing, music and social chat. Promptly at 10:30 the dining room was ready for the guests and the loyal Knights of the Sample Case, with their wives and daughters, marched in and were seated at two long tables, beautifully decorated with flowers and china. After a five course dinner the toastmaster, J. M. Shafer, arose and gave the company a pleasant greeting, after which each one of the men responded very creditably, handling the subjects in the same manner they sell goods and take orders. Mrs. Walker acquitted herself handsomely, taking as her subject, "The Wife of a Traveling Man." The dinner and speeches lasted until 1 o'clock, and a happier evening never was spent in Three Rivers. The only regret was that a number were detained at their homes by sickness. The membership of the Association is thirty-one, and the boys are booming Three Rivers and have this social organization for their benefit and the good they can do to those whom they meet on the road.

Looks Like a Scheme.

The trustees of the mortgage creditors in the Deatsman & Mapes insolvency proceedings at Sunfield announce that the remainder of the stock will be sold to the highest bidder Feb. 2.

The fact that the sale has not been advertised in the proper manner and that notice of the sale was not sent out until Jan. 28 is causing much unfavorable comment, giving ground for the belief that the trustees have some one in view whom they wish to establish in business at Sunfield.

Protest Against Treatment Accorded a Traveling Man.

To Whom It May Concern:

That on Monday evening, Nov. 21, 1904, the undersigned commercial travelers and guests of the Bellaire House, located in the village of Bellaire, and owned and managed by one Ira A. Adams; that at about 6 p. m. we entered the dining room for supper; that the courtesies of the day were passed; that during our laughter the girl was taking the orders of Fred A. Smith and F. N. Holmes; that the girl must have misconstrued our laughter, as she retired to the kitchen, as we supposed, to bring the gentlemen's orders; that immediately Proprietor Ira A. Adams appeared in the dining room and, addressing his remarks to Mr. Smith, demanded in an insolent manner that Mr. Smith either behave or leave the dining room. Mr. Smith protested, saying that he had done nothing unbecoming a gentleman, and justly resented Landlord Adams' remarks. Landlord Adams then ordered Mr. Smith to leave the dining room, which he refused to do. At this point Mr. Adams grabbed Mr. Smith by the coat collar and by force expelled him from the dining room.

In justice to Mr. Smith, we protest against such outrageous action and wish to state that neither Mr. Smith nor any one at the table made a single improper remark that any lady could take any exception to; that there was not by any word, act or deed anything done either in her presence or during the entire time we were in the dining room that any one could possibly misconstrue; that we realize that the Bellaire House is the only house in the town and, therefore, we realize that he "is monarch over all he surveys; none his right to dispute," but that by arranging our trips we can withhold considerable patronage.

We think, in justice to all commercial travelers, we should resent, so far as possible, this unwarranted attack on one of our members.

Wilbur S. Burns, State representative Gowans & Sons, Buffalo, N. Y.
Fred L. Reynolds, representative Ft. Wayne Elec. Works, Ft. Wayne, Ind.

F. N. Holmes, representative M. Pritzlaff Hardware Co., Milwaukee, Wis.

C. T. Pettis, representative Fletcher Hardware Co.

Florida Oranges and Vegetables Destroyed By Frost.

Florida has again received a tremendous blow from Jack Frost during the terrific onslaught of the elements that prevailed all over the country during Wednesday and Thursday of last week. The exact extent of the damage is of course unknown to any degree of definiteness at this writing, and even those on the spot will be unable for the next week or two to tell exactly how they stand. It must be remembered that as regards the orange interests of the State, no very exact information can be obtained until after the

thaw, and it will take a number of days to arrive at anything like an approximate estimate of the damage done in this direction.

The freeze extended practically over the entire State, devastating vegetation as far down as Jupiter and Jensen, the latter station being in the very center of the pineapple belt, and a place where as a rule the temperature would permit of open air bathing all the year around.

Summing up the telegrams and advices received from all parts of the State, it may be stated pretty fairly that the vegetables from the middle, north and south Florida, except in rare cases, where sheltered under a hill for instance, or thoroughly protected, have been wiped out for the next two months. This of course does not include frame lettuce. As stated before, the damage done to oranges is, as regards its extent, still problematical, and the damage has to be allowed the usual exaggeration. Receivers here are inclined to think that the pineapple crop has without doubt suffered a tremendous blow, and is practically wiped out.

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

Buffalo, Feb. 1—Creamery, fresh, 26@30c; storage, 25@28c; dairy, fresh, 16@23c; poor, 14@17c; roll, 19@21c.

Eggs—Candled, fresh, 26@28c; cold storage, 22@23c; at mark, 20@21½c.

Live Poultry—Chicks, 12½@13½c; fowls, 12@13c; turkeys, 17@19c; ducks, 14@16c; geese, 12@13c.

Dressed Poultry—Turkeys, 20@22c; chicks, 13@15c; fowls, 12½@13c; old cox, 10c; ducks, 16@18c; geese, 13@14c.

Beans—Hand picked marrows, new, \$2.75@2.90; mediums, \$2; peas, \$1.75; red kidney, \$2.50@2.75; white kidney, \$2.75@2.90.

Potatoes—Round white, 40c; mixed and red, 35@38c.

Rea & Witzig.

Largest Addition to Petoskey Council.

Petoskey, Jan. 30—At the regular meeting of Petoskey Council, No. 253, U. C. T., one candidate was initiated—Chas. J. Harris, (Cornwell Beef Co.). He is the largest addition we have had, weighing only 260 pounds. After the work we had a sumptuous spread, with a large attendance.

The following resolution was unanimously adopted:

Resolved by Petoskey Council, No. 253, U. C. T., that this Council condemn the action of the landlord of the Bellaire House, Bellaire, as set forth in the statement of Brother Wilbur S. Burns and others.

D. A. Walsh, Sec'y.

The Boys Behind the Counter.

Cadillac—Harry T. Morgan succeeds John Waters as book-keeper for the Drury & Kelley Hardware Co.

Coldwater—Lyle Balcom has resigned his position with H. J. Woodward & Son to take a position with the Geo. Dratz dry goods house, of Muskegon.

Candor is tactful frankness.



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 Island, June 26 and 27; Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

Michigan State Pharmaceutical Association.

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

Duty on Camphor.

W. H. Washburn, counsel to the Government, before the Board of United States General Appraisers, has received an order from the Treasury Department ordering him to make a new case in the classification of Formosa camphor, which is now in dispute between the importers and the Government. The question is of importance to all the trades into which the use of camphor enters. The question at issue is whether camphor imported from Formosa, from which practically the whole supply comes, is crude or refined. If crude, it is entitled to entry free of duty, but if refined it must pay six cents a pound. Formerly there was no doubt about the material being crude, but since the Japanese government took control of the camphor industry in Formosa the method of gathering has been so much improved that the camphor coming now is practically free from impurities. Some time ago the Board of General Appraisers decided in favor of an importer in St. Louis that the material was in the crude condition, and the surveyor then was directed to take an appeal to the Circuit Court. He was unable to do so within the statutory time, so that now a new case must be made to determine the issue.

Is Aggressive Cutting Ever Justifiable?

Aggressive cutting by retail druggists may be forced in any locality by a department store or other dealer. There are some conditions in which it is believed to be the best policy to outcut the cutter, and in that way cut him out. Such methods have occasionally been very successful, and often bring the aggressive cutter to terms. Like other contests, it is always a question of endurance and money, and should not be entered into without considering these points, as a failure would make the situation worse than before.

In all matters of this kind it is a great mistake not to consider, and thoroughly keep in view the fact that the public are with the cutter and do not object to buying things cheap. This is a feature that has seriously interfered with and prevented many

a good movement from succeeding. If jobbers and proprietors were all honest, and the public all wanted to pay big prices, the end of cutting would soon be very near. Probably some smart walking delegate may get around these difficulties. If he did he would deserve a rich reward from the hardworking retailers.

J. Morley.

Manufacture of Surgical Dressings.

"Perhaps no variety of business has made such strides in the last ten years as the manufacture of surgical dressings," said Charles Edwin Wilson, who represents a corporation devoted exclusively to the manufacture of surgical dressings. "It is only within a decade that the art of surgery has taken its advanced place in the world of science, and the dressings used, in that time, have advanced from the crude and often unsanitary kind to the chemically pure antiseptic dressings of to day.

"An idea of the magnitude to which the business has grown may be gained from the fact that there are four factories in the country devoted to the manufacture of surgical dressings. The company which I represent has thirty-five buildings in its plant, with a floor area of 500,000 square feet, or about eleven acres. More than 1,000 operatives are constantly employed at the plant.

"Last year in the item of surgical gauze alone our company manufactured 16,000,000 yards. We manufactured 2,500,000 pounds of absorbent cotton, and 20,000,000 porous plasters, which, while they can not properly be called surgical dressings, are manufactured by those who make these goods. The raw cotton fibre consumed in our factory alone during the year amounted to a little more than 5,000,000 pounds."—Milwaukee Sentinel.

Advantages of Window Displays.

Your store is your market place, and it is to your interest to display your wares to better advantage than your competitor. A window means money to you; the more prominent the location the more valuable it is for show purposes. Watch a good window display and see how many people stop and look at it. The display should be in keeping with the article advertised. The interior arrangements should be tastefully arranged with harmonious colorings, simplicity is more to be desired than an overdone effect. Druggists are the class that make a good deal of their window. In this they are helped to a great extent by the manufacturers, who send out displays all ready to be put together.

Druggists have found it of value to oftentimes permit window demonstrations. A Wisconsin druggist arranged artistic piles of peanut brittle, selling at 15 cents per pound, and surrounded the whole with harmonious colorings, using a small part of his window. His sales leaped from five packages to sixty-five on ordinary days, and to eighty-five on Saturdays. Interspersed with the piles were neat cards extolling the goods, like "Take a box home to the

wife; remember she likes candy," "Remember the little ones; there's nothing so healthy as peanut brittle," "Don't forget your girl likes brittle." His window is his method of advertising and pays him well. Proper display can also be carried to the counter arrangements.

Thomas W. M'Lain.

The Drug Market.

Opium—Advices from the primary market are that severe weather conditions in the growing districts have partly destroyed the crop, and an advance of 15c has taken place.

Morphine—Is unchanged.

Quinine—Is steady.

Acetanilid—Raw materials are higher and an advance in price is looked for.

Russian Cantharides—Continue very scarce and high.

Castor Oil—Is firm at an advance of 4c noted last week.

Cocaine—Has been advanced 25c per ounce on account of higher prices abroad.

Lycodium—Has again advanced on account of higher prices abroad.

Menthol—Stocks are very large and the article continues to decline.

Cream Tartar—Rochelle Salts and Seidlitz Mixture are lower, manufacturers having reduced their price.

Sassafras Bark—Has again advanced on account of scarcity.

Gum Camphor—Is very firm at last advance of 2c per pound.

Golden Seal—Continues very scarce and high. Another advance is probable.

A Well-Lighted Store.

We wonder whether druggists generally realize the advertising value of a well-lighted store. It would seem that no argument is necessary to convince any merchant that a dimly-lighted store is about as poor an invitation to a prospective customer to enter as could well be imagined. And there really isn't much excuse for it. Illumination is about the cheapest form of advertising and a form that does not require the services of an expert. Gas and electricity are available in the larger towns, and with the devices now provided a store can be brilliantly lighted with either of these illuminating agents at a very low cost. But in these days of gasoline vapor lighting there is no reason why the country drug store, or any other store for that matter, should not be as brilliantly lighted as the places of business of their city brethren. The perfected devices for this species of lighting appear to give entire satisfaction, the cost of installation is not large and the cost of maintenance is lower than for the dingy, smoky kerosene lamps, that, while they may yet have a place in rural homes, certainly should be banished from the place of business.

Druggists who cling to archaic

forms of lighting should, in making up their resolutions for the new year, firmly resolve to make a decided effort to attract trade that may be slipping away from them by offering the inducement of a brilliantly lighted store.—Western Druggist.

Chloral Hydrate as a Solvent.

Attention may be drawn to the extraordinary solvent powers of chloral hydrate. It has long been used for microscopic purposes to render objects transparent, but its solvent power may also be utilized in many other ways. For example, in toxicological investigations for the detection of alkaloids a 60 per cent. solution of chloral hydrate dissolves all alkaloids and their salts, even the usually insoluble tannates. Resins, gum-resins and balsams are almost all soluble, and in case of gum-resins a quantitative separation of the constituents may easily be effected, because by adding alcohol to the chloral solution the gum is precipitated, while the resin is thrown out by adding water. Fats, oils and waxes show variations of solubility which may serve for their partial differentiation. Vegetable coloring matters are dissolved by chloral hydrate solutions, with the exception of indigo, and the presence of indigo in litmus—which is stated to be very common—may be thereby detected. In the investigation of blood-coloring matter, starch, gelatin and proteids the solvent action of chloral hydrate may also find useful application.

Varied Industries.

"He's interested in many industries, I believe?"

"He is."

"Is he in the shoe business?"

"Yes, he has quite a foothold there."

"How about the glove business?"

"He recently took a hand in it."

"And the selling of canes?"

"He carries them."

"And hats?"

"He has them on his mind, too."

"What else?"

"He puts up umbrellas and turns out lamps."

It is the goals we miss that make us.

You will make no mistake if you reserve your orders for

Valentines
Fishing Tackle
Base Ball Supplies
Fireworks and Flags

Our lines are complete and prices right.
The boys will call in ample time.

FRED BRUNDAGE

Wholesale Druggist

Stationery and School Supplies

32-34 Western Ave., Muskegon, Mich.

VALENTINES

Grand Rapids
Stationery Co.

29 N. Ionia St.

GRAND RAPIDS, Mich.

Write for Catalogue and discounts.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Tinctures	
Aceticum	6@ 8	Aconitum Nap's R	60
Benzolcum, Ger.	70@ 75	Aconitum Nap's F	50
Boracic	17@ 18	Aloes	60
Carbolicum	26@ 29	Alumina	50
Citricum	38@ 40	Alumina Myrrh	50
Hydrochlor	3@ 5	Asarotida	50
Nitrosum	8@ 10	Atrope Belladonna	50
Oxalicum	10@ 12	Aurant Cortex	50
Phosphorium, dil.	12@ 15	Benzoin	60
Salicylicum	42@ 45	Benzoin Co	50
Sulphuricum	14@ 15	Borax	50
Tannicum	75@ 80	Cantharides	75
Tartaricum	35@ 40	Capsicum	50
Ammonia		Cardamon	75
Aqua, 18 deg	4@ 6	Cardamon Co	75
Aqua, 20 deg	6@ 8	Castor	1 00
Carbonas	13@ 15	Catechu	50
Chloridum	12@ 14	Cinchona	50
Aniline		Cinchona Co	50
Black	2 00@ 2 25	Columba	50
Brown	80@ 1 00	Cubebae	50
Red	45@ 50	Cassia Acutifol	50
Yellow	2 50@ 3 00	Cassia Acutifol Co	50
Bacca		Digitalis	50
Cubebae	15@ 18	Opil	75
Juniperus	5@ 6	Opil, camphorated	1 50
Xanthoxylum	30@ 35	Opil, deodorized	50
Balsamum		Quassia	50
Copaiba	45@ 50	Rhatany	50
Peru	1 50@ 1 50	Rhei	50
Terabin, Canada	60@ 65	Sanguinaria	50
Tolutan	35@ 40	Serpentaria	50
Cortex		Strophanthus	60
Abies, Canadian	18	Tolutan	50
Cassia	28	Valerian	50
Cinchona Flav.	18	Veratrum Veride	50
Cinchona atro.	30	Zingiber	20
Myrica Cerifera	20	Miscellaneous	
Prunus Virgin	15	Aether, Spts Nit 3f	30@ 35
Quillaja, gr'd	12	Aether, Spts Nit 4f	34@ 38
Sassafras	24	Alumen, grd po 7	3@ 4
Ulmus	40	Annatto	40@ 50
Extractum		Antimoni, po	4@ 5
Glycyrrhiza Gla.	24@ 30	Antimoni et po T	40@ 50
Glycyrrhiza, po.	28@ 30	Antipyrin	20@ 25
Haematox	11@ 12	Antifebrin	20@ 25
Haematox, 1s	13@ 14	Argenti Nitras oz	10@ 12
Haematox, 1/2s	14@ 15	Arsenicum	10@ 12
Haematox, 1/4s	16@ 17	Balm Gilead buds	60@ 65
Ferru		Bismuth S N	2 80@ 2 85
Carbonate Precip.	15	Calcium Chlor, 1s	4@ 5
Citrate and Quina	2 50@ 2 50	Calcium Chlor, 1/2s	4@ 5
Citrate Soluble	45	Calcium Chlor, 1/4s	4@ 5
Ferrocyanidum S.	50	Cantharides, Rus.	1 75
Solut. Chloride	15	Capsici Fruc's af	20@ 22
Sulphate, com'l	2	Capsici Fruc's po	20@ 22
Sulphate, com'l, by	70	Cap'i Fruc's B po	15@ 15
bbl. per cwt	7	Carophyllus	20@ 22
Sulphate, pure	7	Carmin, No. 40	4@ 25
Flora		Cera Alba	50@ 55
Arnica	15@ 18	Cera Flava	40@ 42
Anthemis	22@ 25	Crocus	75@ 80
Matricaria	30@ 35	Cassia Fructus	10@ 10
Folia		Centraria	10@ 10
Barosma	30@ 33	Cateceum	35@ 35
Cassia Acutifol.	15@ 20	Chloroform	42@ 52
Cassia, Acutifol.	25@ 30	Chloro'm. Squibbs	42@ 52
Salvia officinalis	18@ 20	Chloral Hyd Crst 1	35@ 40
Uva Ursi	8@ 10	Chondrus	20@ 25
Gummi		Cinchonidine P-W	38@ 48
Acacia, 1st pkd.	45@ 50	Cinchonid'e Germ	38@ 48
Acacia, 2nd pkd.	45@ 50	Cocaine	40@ 45
Acacia, 3rd pkd.	45@ 50	Corks list d p ct.	75
Acacia, sifted sts.	45@ 50	Cresotum	75
Acacia, po	12@ 14	Creta	75
Aloe, Cape	25@ 25	Creta, prep	9@ 11
Aloe, Socotri	45@ 45	Creta, precip	9@ 11
Ammoniac	55@ 60	Creta, Rubra	8@ 8
Asafetida	35@ 40	Crocus	75@ 80
Benzoinum	50@ 55	Cudbear	24@ 24
Catechu, 1s	14@ 14	Cupri Sulph	6@ 8
Catechu, 1/2s	14@ 14	Dextrine	7@ 10
Catechu, 1/4s	16@ 16	Emery, all Nos.	6@ 8
Camphorae	93@ 1 00	Emery, po	6@ 8
Euphorbium	60@ 60	Ergota	60@ 65
Galbanum	60@ 60	Ether Sulph	70@ 80
Gamboge	25@ 35	Flake White	12@ 15
Guaiaacum	25@ 35	Galla	23@ 23
Kino	45@ 45	Gambler	8@ 9
Mastic	60@ 60	Gelatin, Cooper	60@ 60
Myrrh	45@ 45	Gelatin, French	35@ 60
Opil	10@ 15	Glassware, fit box	75
Shellac	50@ 60	Less than box	70
Shellac, bleached	65@ 70	Glue, brown	15@ 13
Tragacanth	70@ 1 00	Glue, white	15@ 25
Herba		Glycerina	16@ 20
Absinthium oz pk	25	Grana Paradisi	25@ 25
Eupatorium oz pk	20	Humulus	35@ 60
Lobelia	25	Hydrarg Ch Mt.	95@ 95
Majorum	25	Hydrarg Ch Cor	90@ 90
Mentha Pip oz pk	23	Hydrarg Ox Rm	1 05@ 1 05
Mentha Ver oz pk	25	Hydrarg Amm'o	1 15@ 1 15
Rue	39	Hydrarg Ungue'm	50@ 60
Tanacetum V	22	Hydrargyrum	75@ 75
Thymus V oz pk	25	Ichthyobolla, Am.	90@ 1 00
Magnesia		Indigo	75@ 1 00
Calcined, Pat.	55@ 60	Iodine, Resubi	4 35@ 4 40
Carbonate, Pat.	18@ 20	Iodoform	10@ 20
Carbonate K-M.	18@ 20	Lupulin	40@ 40
Carbonate	18@ 20	Lycopodium	1 15@ 1 20
Oleum		Macis	65@ 75
Absinthium	4 90@ 5 00	Liquor Arsen et	25@ 25
Amygdalae, Dulc.	50@ 60	Liq Potass Arsinit	10@ 12
Amygdalae Ama.	8 00@ 8 25	Magnesia, Sulph.	2@ 3
Anisi	1 50@ 1 60	Magnesia, Sulph bbl.	15@ 15
Aurant Cortex	2 20@ 2 40	Paints	
Bergamit	2 85@ 3 00	Red Venetian	1 1/2@ 2 03
Calicut	90@ 90	Ochre, yel Mars	1 1/2@ 2 03
Caryophilli	90@ 90	Ochre, yel Ber	1 1/2@ 2 03
Cedar	50@ 90	Putty, commer	1 1/2@ 2 03
Chenopadii	2 50@ 2 50	Putty, strictly pr	2 1/2@ 3 03
Cinnamoni	1 00@ 1 10	Vermillion, Prime	13@ 15
Citronella	50@ 60	American	13@ 15
Conium Mac	80@ 90	Vermillion, Eng.	75@ 80
Copaiba	1 15@ 1 25	Green, Paris	14@ 18
Cubebae	1 20@ 1 30	Green, Peninsular	13@ 16
Syrups		Lead, red	6 1/2@ 7
Acacia	50@ 50	Lead, white	6 1/2@ 7
Aurant Cortex	50@ 50	Whiting, white S'n	90@ 90
Zingiber	50@ 50	Whiting, Gilders'	95@ 95
Ipecac	50@ 50	White, Paris Am'r	1 25@ 1 25
Ferri Iod	50@ 50	Whit'g Paris Eng	1 40@ 1 40
Rhei Arom	50@ 50	cliff	1 40@ 1 40
Smilax Off's	50@ 50	Universal Prep'd	1 10@ 1 20
Senega	50@ 50	Varnishes	
Scilla	50@ 50	No 1 Turp Coach	1 10@ 1 20
Scilla Co	50@ 50	Extra Turp	1 60@ 1 70
Tolutan	50@ 50	Coach Body	2 75@ 3 00
Prunus virg	50@ 50	No 1 Turp Furni	00@ 1 10
Wholesale Drug Price Current		Extra T Damar	1 55@ 1 60
Wholesale Drug Price Current		Jap Dryer No 1 T	70@ 70

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		1	
Axle Grease		AXLE GREASE	
Bath Brick		Baked Beans	
Brooms		BATH BRICK	
Brushes		BROOMS	
Butter Color		BRUSHES	
C		BUTTER COLOR	
Confections		CANNED GOODS	
Candles		CANNED GOODS	
Canned Goods		CANNED GOODS	
Carbon Oils		CANNED GOODS	
Catsup		CANNED GOODS	
Cheese		CANNED GOODS	
Chewing Gum		CANNED GOODS	
Chicory		CANNED GOODS	
Chocolate		CANNED GOODS	
Clothes Lines		CANNED GOODS	
Cocoa		CANNED GOODS	
Cocanut		CANNED GOODS	
Cocoa Shells		CANNED GOODS	
Coffee		CANNED GOODS	
Crackers		CANNED GOODS	
D		2	
Dried Fruits		Plums	
Farinaceous Goods		Pineapple	
Fish and Oysters		Pumpkin	
Fishing Tackle		Raspberries	
Flavoring Extracts		Russian Caviar	
Fly Paper		Sardines	
Fresh Meats		Shrimps	
Fruits		Succotash	
G		Strawberries	
Gelatin		Tomatoes	
Grain Bags		Tobacco	
Grains and Flour		Tobacco	
H		Tobacco	
Herbs		Tobacco	
Hides and Pelts		Tobacco	
Indigo		Tobacco	
J		Tobacco	
Jelly		Tobacco	
L		Tobacco	
Licorice		Tobacco	
Lye		Tobacco	
M		Tobacco	
Meat Extracts		Tobacco	
Molasses		Tobacco	
Mustard		Tobacco	
N		Tobacco	
Nuts		Tobacco	
O		Tobacco	
Olives		Tobacco	
P		Tobacco	
Pipes		Tobacco	
Pickles		Tobacco	
Playing Cards		Tobacco	
Potash		Tobacco	
Provisions		Tobacco	
R		Tobacco	
Rice		Tobacco	
S		Tobacco	
Salad Dressing		Tobacco	
Saleratus		Tobacco	
Salt Soda		Tobacco	
Salt		Tobacco	
Salt Fish		Tobacco	
Seeds		Tobacco	
Shoe Blacking		Tobacco	
Snuff		Tobacco	
Soap		Tobacco	
Soda		Tobacco	
Soused, 2lb.		Tobacco	
Spices		Tobacco	
Starch		Tobacco	
Sugar		Tobacco	
Syrups		Tobacco	
T		Tobacco	
Tea		Tobacco	
Tobacco		Tobacco	
Twine		Tobacco	
V		Tobacco	
Vinegar		Tobacco	
W		Tobacco	
Washing Powder		Tobacco	
Wicking		Tobacco	
Woodenware		Tobacco	
Wrapping Paper		Tobacco	
Y		Tobacco	
Yeast Cake		Tobacco	

3		4		5	
Cofft.1 35		Lemon Biscuit Square 9		No. 8, 15 feet 18	
Cotton Windsor1 60		Lemon Wafer16		No. 9, 15 feet 20	
50ft.1 30		Lemon Snaps12		Linen Lines 20	
60ft.1 44		Lemon Gems10		Small 26	
70ft.1 80		Lem Yen11		Medium 26	
80ft.2 00		Marshmallow16		Large 34	
Cotton Braided 95		Marshmallow Cream17		Poles	
40ft.1 35		Marshmallow Walnut17		Bamboo, 14 ft., per doz. 55	
50ft.1 35		Mary Ann9		Bamboo, 16 ft., per doz. 60	
60ft.1 65		Malaga11		Bamboo, 18 ft., per doz. 80	
Galvanized Wire		Mich. Coco. s'd honey.12		FLAVORING EXTRACTS	
No. 20, each 100ft. long1 90		Milk Biscuit8		Foot & Jenks	
No. 19, each 100ft. long2 10		Mich. Frosted Honey.12		Coleman's Van. Lem. 1 20 75	
COCOA		Mixed Picnic11 1/2		3oz. Taper2 00 1 50	
Baker's 35		Molasses Cakes, Scol'd 9		No. 4 Rich. Blake.2 00 1 50	
Cleveland 41		Moss Jelly Bar12		Jennings	
Colonial, 1/4s 35		Muskegon Branch, Iced11		Terpeness Lemon	
Colonial, 1/2s 33		Newton12		No. 2 D. C. per doz. 75	
Epps 42		Oatmeal Crackers9		No. 4 D. C. per doz.1 55	
Huyler 45		Orange Slice16		No. 6 D. C. per doz.2 00	
Van Houten, 1/4s 15		Orange Gem9		Paper D. C. per doz.1 50	
Van Houten, 1/2s 20		Penny Assorted Cakes9		Mexican Vanilla	
Van Houten, 1/4s 40		Pilot Bread7		No. 2 D. C. per doz.1 20	
Van Houten, 1s 28		Pineapple Honey15		No. 4 D. C. per doz.1 20	
Webb 28		Ping Pong9		No. 6 D. C. per doz.3 00	
Wilbur, 1/4s 41		Pretzels, hand made8 1/2		Paper D. C. per doz.2 00	
Wilbur, 1/2s 42		Pretzeltes, hand m'd 8 1/2		GELATINE	
COCOANUT		Pretzeltes, mch. m'd 7 1/2		Knox's Sparkling, doz.1 20	
Dunham's 1/2s 26		Reverse14		Knox's Sparkling, gro14 00	
Dunham's 1/2s & 1/4s 26 1/2		Rube Sears9		Knox's Acidu'd. doz.1 20	
Dunham's 1/4s 27		Scotch Cookies10		Knox's Acidu'd. gro 14 00	
Dunham's 1/2s 28		Snowdrops16		Oxford 75	
Bulk 13		Spiced Sugar Tops9		Plymouth Rock1 25	
COCOA SHELLS		Sugar Cakes, scalloped 9		Nelson's 1 50	
20lb. bags 2 1/2		Sugar Squares9		Cox's, 2 qt. size 61	
Less quantity 3		Sultanas15		Cox's 1 qt. size1 10	
Pound packages 4		Spiced Gingers9		GRAIN BAGS	
COFFEE		Urchins10		Amoskeag, 100 in bale19	
Rio		Vienna Crimp9		Amoskeag, less than bl 19 1/2	
Common12		Vanilla Wafer16		GRAINS AND FLOUR	
Fair13		Waverly10		Wheat	
Choice15		Zanzibar10		Old Wheat	
Fancy18		CREAM TARTAR		No. 1 White1 16	
Santos		Barrels or drums29		No. 2 Red1 16	
Common12 1/2		Boxes30		Winter Wheat Flour	
Fair13 1/2		Square32		Local Brands	
Choice18		Squar. cans35		Patents6 20	
Peaberry18		Fancy caddies35		Second Patents5 80	
Maracalibo		DRIED FRUITS		Straight5 60	
Fair15		Apples		Second Straight5 20	
Choice18		Sundried4 @ 4 1/2		Clear4 60	
Mexican		Evaporated5 1/2 @ 7 1/2		Graham5 20	
Choice16 1/2		California Prunes		Buckwheat4 65	
Fancy19		100-125 25lb boxes. @ 3		Rye4 40	
Guatemala		90-100 25lb boxes @ 3 1/2		Subject to usual cash discount.	
Choice15		80-90 25lb boxes @ 4		Flour in barrels, 25c per barrel additional.	
Java		70-80 25lb boxes 4 1/2		Worden Grocer Co.'s Brand	
African12		60-70 25lb boxes @ 5 1/2		Quaker, paper5 70	
Fancy African17		50-60 25lb boxes @ 6		Quaker, cloth5 90	
O. G.25		40-50 25lb boxes @ 7		Spring Wheat Flour	
F. G.21		30-40 25lb boxes @ 7 1/2		Pillsbury's Best, 1/4s6 50	
Mocha		1/2c less in 50lb cases.		Pillsbury's Best, 1/2s6 30	
Package		Citron@ 15		Lemon & Wheeler Co.'s Brand	
New York Basis		Currants		Wingold, 1/4s6 50	
Arbuckle14 00		Imp'd. 1lb pkg.@ 7 1/2		Wingold, 1/2s6 40	
Dillworth12 50		Imported bulk6 1/2 @ 7		Wingold, 3/4s6 30	
Jersey14 00		Peel		Judson Grocer Co.'s Brand	
Lion14 00		Lemon American12		Ceresota, 1/4s6 70	
McLaughlin's XXXX		Orange American12		Ceresota, 1/2s6 60	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Raisins		Ceresota, 3/4s6 50	
Holland, 1/2 gro boxes. 95		London Layers, 3 cr 1 50		Worden Grocer Co.'s Brand	
Felix, 1/2 gross1 15		London Layers 4 cr 1 95		Laurel, 1/4s, cloth6 70	
Hummel's foil, 1/2 gro. 85		Cluster 5 crown2 60		Laurel, 1/2s, cloth6 60	
Hummel's tin, 1/2 gro.1 43		Loose Muscatels, 2 cr. 5		Laurel, 1/4s & 1/2s paper6 50	
CRACKERS		Loose Muscatels, 3 cr. 6		Meal	
National Biscuit Company's		Loose Muscatels, 4 cr. 6 1/2		Bolted2 60	
Brands		L. M. Seeded, 1 lb. 6 1/2 @ 7 1/2		Golden G. antulated2 70	
Butter		L. M. Seeded, 1/2 lb 5 @ 6		Feed and Millstuffs	
Seymour Butters6 1/2		Sultanas, bulk@ 8		St. Car Feed screened19 00	
N Y Butters6 1/2		Sultanas, package @ 8 1/2		No. 1 corn and Oats.19 00	
Salted Butters6 1/2		FARINACEOUS GOODS		Corn, cracked13 50	
Family Butters6 1/2		Beans		Corn, Meal coarse18 50	
Soda		Dried Lima6		Oil Meal29 00	
N B C Soads6 1/2		Med. Hd. Pk'd. 1 75 @ 1 85		Winter wheat bran.20 00	
Select8		Brown Holland2 25		Winter wheat mid'ngs21 00	
Saratoga Flakes13		Farina		Cow Feed20 50	
Oyster		24 1lb. packages.1 75		Oats	
Round Oysters6 1/2		Bulk, per 100 lbs.3 00		Car lots34	
Square Oysters6 1/2		Hominy		Corn, new47	
Faust7 1/2		Flake, 50lb. sack1 00		Hay	
Argo7		Pearl, 200lb. sack3 70		No. 1 timothy car lots10 50	
Extra Farina7 1/2		Pearl, 100lb. sack8 50		No. 1 timothy ton lots12 50	
Sweet Goods		Maccaroni and Vermicelli		HERBS	
Animals10		Domestic, 10lb box60		Sage15	
Assorted Cake11		Imported, 25lb box2 50		Hops15	
Bargay Gems9		Pearl Barley		Laurel Leaves15	
Belle Rose9		Common.2 25		Senna Leaves25	
Bent's Water17		Chester2 35		INDIGO	
Butter Thin13		Empire3 50		Madras, 5lb boxes65	
Chocolate Drops17		Peas		S. F., 2, 3, 5lb boxes55	
Coco Bar11		Green, Wisconsin, bu.1 25		JELLY	
Cocoanut Taffy12		Green, Scotch, bu.1 35		5lb pails, per doz1 70	
Coffee Cake, N. B. C. 10		Split, lb4		75lb pails35	
Coffee Cake, Iced10		Rolled Oats		30lb pails65	
Cocoanut Macaroons18		Rolled Avenna, bbls. 4 00		LICORICE	
Cracknels16		Steel Cut, 100lb. sacks2 00		Pure30	
Currant Fruit11		Monarch, bbl.3 70		Calabria23	
Chocolate Dainty17		Monarch, 100lb sacks1 70		Sicily14	
Cartwheels10		Quaker, cases3 10		Root11	
Dixie Cookie9		Sago		LYE	
Fluted Cocoanut11		East India3 1/2		Condensed, 2 doz1 60	
Frosted Creams9		German, sacks3 1/2		Condensed, doz3 00	
Ginger Gems9		German, broken pkg. 4		MEAT EXTRACTS	
Ginger Snaps, N. B. C. 7 1/2		Flake, 110lb. sacks3 1/2		Armour's, 3 oz4 45	
Graham Crackers9		Pearl, 130lb. sacks3		Armour's, Chicago, 2 oz.2 75	
Honey Fingers, Iced12		Pearl, 24 lb. pails5		Liebig's, Chicago, 2 oz.2 75	
Honey Jumbles12		Wheat		Liebig's, Chicago, 4 oz.5 50	
Iced Honey Crumpet12		Cracked, bulk3 1/2		Liebig's Imported, 2 oz.4 55	
Imperial9		24 2lb packages2 50		Liebig's, Imported, 4 oz.8 50	
Indian Belle15		FISHING TACKLE		MOLASSES	
Jersey Lunch8		1/4 to 1 in6		New Orleans	
Lady Fingers12		1 1/4 to 2 in7		Fancy Open Kettle40	
Lady Fingers, hand md 25		1 1/2 to 2 in9		Choice35	
		2 in11		Fair26	
		3 in39		Good22	
		Cotton Lines		Half barrels 2 extra.	
		No. 1, 10 feet5		MINT MEAT	
		No. 2, 15 feet7		Columbian, per case11	
		No. 3, 15 feet9			
		No. 4, 15 feet10			
		No. 5, 15 feet11			
		No. 6, 15 feet12			
		No. 7, 15 feet15			

6

MUSTARD	
Horse Radish, 1 dz	1 75
Horse Radish, 2 dz	3 50
Bayle's Celery, 1 dz	3 00
OLIVES	
Bulk, 1 gal. kegs	1.00
Bulk, 2 gal. kegs	.95
Bulk, 5 gal. kegs	.90
Manzanilla, 8 oz.	.90
Queen, pints	2.35
Queen, 19 oz.	4.50
Queen, 28 oz.	7.00
Stuffed, 5 oz.	.90
Stuffed, 8 oz.	1.45
Stuffed, 10 oz.	2.30
PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85
PICKLES	
Medium	
Barrels, 1,200 count	5 50
Half bbls., 600 count	3 25
Small	
Barrels, 2,400 count	7 25
Half bbls., 1,200 count	4 25
PLAYING CARDS	
No. 90 Steamboat	85
No. 15, Rival, assorted	1 20
No. 20, Rover enameled	60
No. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808, Bicycle	2 00
No. 632, Tourist, whist	2 25
POTASH	
48 cans in case	4 00
Babbitt's	3 00
Penna Salt Co's	3 00
PROVISIONS	
Barreled Pork	
Mess	13 00
Fat back	14 00
Back fat	14 50
Short Cut	13 00
Bean	11 75
Pig	18 00
Brisket	14 00
Clear Family	12 00
Dry Salt Meats	
S P Bellies	8 1/2
Bellies	8 1/2
Extra Shorts	8 1/2
Smoked Meats	
Hams, 12lb. average	10
Hams, 14lb. average	10
Hams, 16lb. average	10
Hams, 20lb. average	10
Skinned Hams	10 1/2
Ham, dried beef sets	13
Shoulders, (N. Y. cut)	10
Bacon, clear	10 @11
California Hams	7
Picnic Boiled Ham	11
Boiled Ham	16
Berlin Ham pr's'd	8
Mince Ham	10
Lard	
Compound	5 1/4
Pure	7 1/2
60lb. tubs, advance	1 1/2
50lb. tubs, advance	1 1/4
50lb. tins, advance	1 1/4
20lb. pails, advance	3 1/4
10lb. pails, advance	3 1/4
5lb. pails, advance	1
3lb. pails, advance	1
Sausages	
Bologna	5 1/4
Liver	5 1/2
Frankfort	7
Pork	6 1/2
Veal	9 1/2
Tongue	9 1/2
Headcheese	6 1/2
Beef	
Extra Mess	9 50
Boneless	10 50
Rump, new	10 50
Pig's Feet	
1/4 bbls.	1 10
1/2 bbls., 40lbs.	1 10
1/2 bbls.	3 75
1 bbl.	7 75
Tripe	
Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00
Casings	
Hogs, per lb.	26
Beef rounds, set	15
Beef middles, set	45
Sheep, per bundle	70
Uncolored Butterine	
Solid, dairy	10 1/2 @11 1/2
Canned Meats	
Corned beef, 2	2 50
Corned beef, 14	17 50
Roast Beef	2 00 @2 50
Potted ham, 1/4s	45
Potted ham, 1/2s	45
Deviled ham, 1/4s	45
Deviled ham, 1/2s	45
Potted tongue, 1/4s	45
Potted tongue, 1/2s	45
RICE	
Screenings	@2 1/4
Fair Japan	@3 1/4
Choice Japan	@4 1/4
Imported Japan	@4 1/4
Fair Louisiana hd.	@3 1/4
Choice La. hd.	@4 1/4
Fancy La. hd.	@5 1/4
Carolina ex. fancy	@6 1/4
SALAD DRESSING	
Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's large, 1 doz.	4 50
Durkee's small, 2 doz.	5 25
Snider's large, 1 doz.	2 35
Snider's small, 2 doz.	1 35
SALERATUS	
Packed 60 lbs in box	
Arm and Hammer	3 15

7

Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 %s	3 00
SAL SODA	
Granulated, bbls	85
Granulated, 100lb cases	1 00
Lump, bbls	75
Lump, 145lb kegs	95
SALT	
Common Grades	
100 3lb sacks	1 95
60 5lb sacks	1 85
28 10 1/2 sacks	1 75
56 lb. sacks	30
28 lb. sacks	15
Warsaw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Solar Rock	
56 lb. sacks	20
Common	
Granulated, fine	80
Medium fine	85
SALT FISH	
Cod	
Large whole	@ 7
Small whole	@ 6 1/2
Strips or bricks	7 1/2 @10
Pollock	@ 3 1/2
Halibut	
Strips	14 1/2
Chunks	14 1/2
Herring	
Holland	
White Hoop, bbls 8 25 @9 25	
White Hoop, 1/2 bbls 25 @5 00	
White Hoop, keg. 57 @ 70	
White Hoop mchs	@ 75
Norwegian	
Round, 100lbs	3 75
Round, 40lbs	1 75
Scalped	15
Trout	
No. 1, 100lbs	7 50
No. 1, 40lbs	3 25
No. 1, 10lbs	90
No. 1, 8lbs	75
Mackerel	
Mess, 100lbs	13 00
Mess, 40lbs	5 70
Mess, 10lbs	1 60
Mess, 8lbs	1 34
No. 1, 100lbs	5 10
No. 1, 40lbs	1 50
No. 1, 10lbs	1 25
No. 1, 8lbs	1 25
Whitefish	
No. 1 No. 2 Fam	
100lb	8 50 3 50
50lbs	4 50 2 10
10lbs	1 00 52
8lbs	82 44
SEEDS	
Anise	15
Canary, Smyrna	7 1/2
Caraway	8
Cardamom, Malabar	1 00
Celery	10
Hemp, Russian	4
Mixed Bird	4
Mustard, white	8
Poppy	8
Rape	4 1/2
Cuttle Bone	25
SHOE BLACKING	
Handy Box, large, 3 dz	2 50
Handy Box, small	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85
SNUFF	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rapple, in jars	43
SOAP	
Central City Soap Co.	
Jaxon	2 85
Boro Naphtha	4 00
Johnson Soap Co.	
Ajax	1 85
Badger	3 15
Borax	3 40
Calumet Family	2 35
China, large cakes	5 75
China, small cakes	3 75
Etna, 9 oz.	2 10
Etna, 8 oz.	2 30
Etna, 6 oz.	2 10
Galvanic	4 05
Mary Ann	2 35
Mottled German	2 25
New Era	2 45
Scotch Family, 60	2 30
Scotch Family, 100	3 80
Weldon	2 85
Assorted Toilet, 50 car-	3 85
toms	
Assorted Toilet, 100	7 50
cartons	
Cocoa Bar, 8 oz.	3 25
Cocoa Bar, 10 oz.	5 25
Senate Castile	3 50
Palm Olive, toilet	4 00
Palm Olive, bath	10 50
Palm Olive, bath	11 00
Rose Bouquet	3 40
J. S. Kirk & Co.	
American Family	4 05
Dusky Diamond	50 80z 2 80
Dusky D'nd, 100 60z.	3 80
Jap Rose, 50 bars	3 75
Savon Imperial	3 10
White Russian	3 10
Dome, oval bars	2 85
Satinet, oval	2 85
Snawberry, 100 cakes	4 00
LAUTZ BROS. & CO.	
Acme soap, 100 cakes	2 85
Naphtha soap, 100 cakes	4 00

8

Big Master, 100 bars	4 00
Marseilles White soap	4 00
Snow Boy Wash P'w'r	4 00
Proctor & Gamble Co.	
Lenox	2 85
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 10
A. B. Wrisley	
Good Cheer	4 00
Old Country	3 40
Soap Powders	
Central City Soap Co.	
Jackson, 16 oz	2 40
Gold Dust, 24 large	
Gold Dust, 100-5c	4 00
Kirkoline, 24 4lb.	3 90
Pearline	3 75
Soapine	4 10
Babbitt's 1776	3 75
Roseine	3 50
Armour's	3 70
Wisdom	3 80
Soap Compounds	
Johnson's Fine	5 10
Johnson's XXX	4 25
Nine O'clock	3 25
Rob-No-More	3 75
Scouring	
Enoch Morgan's Sons.	
Sapallo, gross lots	9 00
Sapallo, half gross lots	4 50
Sapallo, single boxes	2 25
Sapallo, hand	2
Scourine Manufacturing Co.	
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 50
SODA	
Boxes	5 1/2
Kegs, English	4 1/2
SOUPS	
Columbia	3 00
Red Letter	90
Honey Dew	40
Gold Block	40
Flagman	40
Chips	33
Kiln Dried	21
Duke's Mixture	40
Duke's Cameo	43
Myrtle Navy	44
Yum Yum, 1 1/2 oz.	39
Yum Yum 1lb pails	40
Corn Cake, 2 1/2 oz.	24
Corn Cake, 1lb	24
Plow Boy, 1 1/2 oz.	39
Plow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	35
Peerless, 1 1/2 oz.	38
Air Brake	36
Cant Hook	30
Country Club	32-34
Forex-XXXX	30
Good Indian	25
Self Binder, 16oz, 8oz	20-22
Silver Foam	24
Sweet Marie	25
Royal Smoke	42
TWINE	
Cotton, 3 ply	22
Cotton, 4 ply	22
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	20
Wool, 1lb balls	6 1/2
VINEGAR	
Malt White Wine, 40gr 8	
Malt White Wine, 80 grill	
Pure Cider, B & B	11
Pure Cider, Red Star	11
Pure Cider, Robinson	10
Pure Cider, Silver	10
WICKING	
No. 0 per gross	30
No. 1 per gross	40
No. 2 per gross	50
No. 3 per gross	75
WOODENWARE	
Baskets	
Bushels	1 00
Bushels, wide band	1 25
Market	35
Splint, large	6 00
Splint, medium	5 00
Splint, small	4 00
Willow, Clothes, large	7 25
Willow Clothes, med	6 00
Willow Clothes, small	5 50
Bradley Butter Boxes	
2lb size, 24 in case	72
3lb size, 16 in case	68
5lb size, 12 in case	63
10lb size, 6 in case	60
Butter Plates	
No. 1 Oval, 250 in crate	40
No. 2 Oval, 250 in crate	45
No. 3 Oval, 250 in crate	50
No. 5 Oval, 250 in crate	60
Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55
Barrel, 15 gal., each	2 70
Clothes Pins	
Round head, 5 gross bx	55
Round head, carons	75
Egg Crates	
Humpty Dumpty	2 40
No. 1, complete	32
No. 2, complete	18
Faucets	
Cork lined, 8 in.	65
Cork lined, 9 in.	75
Cork lined, 10 in.	85
Cedar, 8 in.	55
Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	75
No. 2 pat. brush holder	85
12lb. cotton mop heads	1 40
Ideal No. 7	90

9

TOBACCO	
Fine Cut	
Cadillac	54
Sweet Loma	34
Hiawatha, 5lb pails	56
Hiawatha, 10lb pails	54
Telegram	30
Pay Car	33
Prairie Rose	49
Protection	40
Sweet Burley	44
Tiger	40
Plug	
Red Cross	31
Palo	35
Kylo	35
Hiawatha	41
Battle Ax	37
American Eagle	33
Standard Navy	37
Spear Head, 7 oz.	47
Spear Head, 14 1/2 oz.	44
Nobby Twist	55
Jolly Tar	39
Old Honesty	43
Today	34
J. T.	38
Piper Heidsick	66
Boot Jack	80
Honey Dip Twist	40
Black Standard	40
Cadillac	40
Forge	34
Nickel Twist	52
Mill	32
Great Navy	36
Smoking	
Sweet Core	34
Flat Car	32
Warpath	26
Bamboo, 16 oz.	25
I X L, 5lb	27
I X L, 16 oz. pails	31
Honey Dew	40
Gold Block	40
Flagman	40
Chips	33
Kiln Dried	21
Duke's Mixture	40
Duke's Cameo	43
Myrtle Navy	44
Yum Yum, 1 1/2 oz.	39
Yum Yum 1lb pails	40
Cream	38
Corn Cake, 2 1/2 oz.	24
Corn Cake, 1lb	24
Plow Boy, 1 1/2 oz.	39
Plow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	35
Peerless, 1 1/2 oz.	38
Air Brake	36
Cant Hook	30
Country Club	32-34
Forex-XXXX	30
Good Indian	25
Self Binder, 16oz, 8oz	20-22
Silver Foam	24
Sweet Marie	25
Royal Smoke	42
TWINE	
Cotton, 3 ply	22
Cotton, 4 ply	22
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	20
Wool, 1lb balls	6 1/2
VINEGAR	
Malt White Wine, 40gr 8	
Malt White Wine, 80 grill	
Pure Cider, B & B	11
Pure Cider, Red Star	11
Pure Cider, Robinson	10
Pure Cider, Silver	10
WICKING	
No. 0 per gross	30
No. 1 per gross	40
No. 2 per gross	50
No. 3 per gross	75
WOODENWARE	
Baskets	
Bushels	1 00
Bushels, wide band	1 25
Market	35
Splint, large	6 00
Splint, medium	5 00
Splint, small	4 00
Willow, Clothes, large	7 25
Willow Clothes, med	6 00
Willow Clothes, small	5 50
Bradley Butter Boxes	
2lb size, 24 in case	72
3lb size, 16 in case	68
5lb size, 12 in case	63
10lb size, 6 in case	60
Butter Plates	
No. 1 Oval, 250 in crate	40
No. 2 Oval, 250 in crate	45
No. 3 Oval, 250 in crate	50
No. 5 Oval, 250 in crate	60
Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55
Barrel, 15 gal., each	2 70
Clothes Pins	
Round head, 5 gross bx	55
Round head, cartons	75
Egg Crates	
Humpty	2 40
No. 1, complete	2 40
No. 2 complete	18
Faucets	
Cork lined, 8 in.	65
Cork lined, 9 in.	75
Cork lined, 10 in.	85
Cedar, 8 in.	55
Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	75
No. 2 pat. brush header	85
12lb. cotton mop heads	1 40
Ideal No. 7	90

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes ..75 9 00
Paragon55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case 45
1/4 lb. cans, 4 doz. case 85
1 lb. cans, 2 doz. case 60

Royal



10c size. 90
1/4 lb. cans 135
6 oz. cans 190
1/4 lb. cans 250
1/4 lb. cans 375
1 lb. cans 480
1 lb. cans 1200
5 lb. cans 2150

BLUING

Arctic 4 oz. ovals, p gro 4 00
Arctic 8 oz. ovals, p gro 6 00
Arctic 16 oz. r'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo So.'s Brands



Sunlight Flakes
Per case\$4 00
Wheat Grits
Cases, 24 2 lb. pack's. \$2 00

CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500.....\$3 00
500 or more.....\$2 00
2,000 or more.....\$1 00

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg., per case..2 60
35 1/2 lb. pkg., per case..2 60
28 1/4 lb. pkg., per case..2 60
18 1/4 lb. pkg., per case..2 60

FRESH MEATS

Beef

Carcass 4 @ 7 1/4
Forequarters ... 4 @ 5 1/4
Hindquarters ... 6 1/2 @ 8 1/2
Loins 9 @ 16
Ribs 8 @ 14
Rounds 5 1/2 @ 6 1/2
Chucks 4 @ 5
Plates 4 @ 3

Pork

Dressed @ 5 1/4
Loins @ 8 1/4
Boston Butts ... @ 6 1/4
Shoulders @ 7
Leaf Lard @ 7 1/2

Mutton

Carcass @ 7
Lambs @ 11 1/2

Veal

Carcass 5 1/2 @ 8



CORN SYRUP

24 10c cans1 34
18 15c cans2 80
4 30c cans3 50

COFFEE
Roasted
Dwinell-Wright Co.'s Bds.



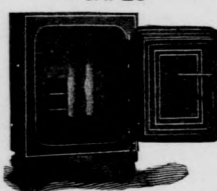
White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fiebach Co., Toledo.



CONDENSED MILK

4 doz. in case
Gail Borden Eagle...6 40
Crown5 90
Champion4 52
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream 4 00

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

STOCK FOOD.

Superior Stock Food Co.,
Ltd.

\$.50 carton, 36 in box.10.80
1.00 carton, 18 in box.10.80
12 1/2 lb. cloth sacks... .84
25 lb. cloth sacks... 1.65
50 lb. cloth sacks... 3.15
100 lb. cloth sacks... 6.00
Peck measure90
1/4 bu. measure..... 1.80
12 1/2 lb. sack Cal meal .39
25 lb. sack Cal meal.. .75
F. O. B. Plainwell, Mich.

SOAP

Leaver Soap Co.'s Brands



10 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 25
50 cakes, small size..1 95

Tradesman Co.'s Brand



Black Hawk, one box..2 50
Black Hawk, five bxs.2 40
Black Hawk, ten bxs.2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Place Your
Business

on a
Cash Basis
by using

our
Coupon Book
System.

We
manufacture
four kinds

of
Coupon Books
and

sell them
all at the
same price

irrespective of
size, shape
or

denomination.
We will

be
very
pleased

to
send you samples
if you ask us.

They are
free.

Tradesman Company
Grand Rapids

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.
Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

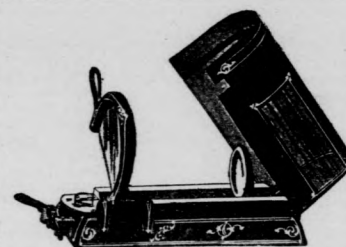
Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything--By Catalogue Only
New York Chicago St. Louis



Long Horn Cheese Cutter

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

MANUFACTURED BY

Computing Cheese Cutter Co.

621-23-25 N. Main St. ANDERSON, IND.

Convex and Flat

Sleigh Shoe Steel

Bob Runners

Cutter Shoes

Delivery Bobs

Cutters and Sleighs

Write for our prices.

Sherwood Hall Co.

Limited

Grand Rapids, Michigan

If you are looking
for results you should
try the
Wants Column
Department
of the
Tradesman

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 at a Sacrifice—Building and machinery of the Coyne Table & Desk Co., costing \$30,000. Main building 70x140 feet, three stories. Equipped with new modern machinery, operated less than a year. Must be sold at once. Address N. A. Week, Stevens Point, Wis. 199

For Sale—Improved 80-acre farm, joining enterprising village. Large new store for sale or rent. Good opening for hardware. Jno. W. Curtis, Whittemore, Mich. 203

Store for sale or rent. Enquire of M. D. Lynch, Cadillac, O. W. French, Grandville, or Tradesman Co. 202

For Sale—An interest in two first-class productions, thoroughly organized and equipped. Special paper, magnificent costumes, handsome Pullman cars. 35 people with each company; producing comic operas and musical comedies in first-class cities and houses. This is a splendid opportunity for either gentleman or lady. State the amount of money you wish to invest. Particulars furnished. Address E. Drexel Casteleton, Auditorium Hotel, Chicago, Ill. 201

For Sale—Department store doing a business of \$125,000. Stock consists of general dry goods, clothing, shoes, millinery and furniture. Last inventory, \$56,000. All in excellent condition. Fixtures for sale. Store, 40x155, two floors and basement, positively the best location in the city, for rent or sale. An excellent opportunity to step right into a well advertised business. Good personal reasons for selling. City 12,000, largest north of Grand Rapids. 35,000 population within a radius of 35 miles tributary to this city. Four railroads and excellent water facilities. Prosperous manufacturing enterprises. Richest developed farming country Northern Michigan. Address Chas. Rosenthal, Traverse City, Mich. 204

Hotel and livery; doing best business in Central Michigan; bargain if sold now; buildings at less than cost; livery and furniture at invoice. Address No. 211, care Michigan Tradesman. 211

500-acre improved farm; price right; title good. Address owner, Ira D. Smelser, Kellerton, Iowa. 210

For Sale—Stock of general hardware in small town in Central Michigan. Best of farming country. I wish to go into other business. Address No. 209, care Michigan Tradesman. 209

For Sale—Dry goods stock, good location. No opposition. Nearest town, eight miles. Address No. 207, care Michigan Tradesman. 207

For Sale—Furniture and undertaking business. Good location. No opposition. Nearest town, eight miles. Address No. 208, care Michigan Tradesman. 208

For Sale or Exchange—Very desirable residence property on "Oak Hill," Manistee. Four blocks from street car line. Good 12-room house, another house (small), one barn. Nice cheap house for anyone if taken soon. For particulars address, John McFadden, "Oak Hill," Manistee, Mich., or J. J. Robbin, Boyne Falls, Mich. 206

For Sale—A drug stock, and a bargain. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 200

For Sale—In one of the best towns in Wisconsin, an established dry goods business; this is a fine chance for one that understands the business. Address T. B. VanWyck, Rice Lake, Wis. 205

For Sale—Groceries and notions, about \$1,200—cash business last year \$8,000. 100 cents on the dollar takes it, \$13 month rent, living rooms and store. Good farming 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, Address 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 country. Proprietor not a druggist. An opportunity that will stand investigation. Address No. 187, care Michigan Tradesman. 187

For Sale—\$2,500 stock of general merchandise. Fine brick store. Best produce point on M. C. R. R. Postoffice pays store and house rent. Reason, other business. Address No. 180, care Michigan Tradesman. 180

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 Tradesman. 159

Wanted—Farm tools, live stock, merchandise or income property in exchange for good Iowa farm. Describe in first letter. Address Hawkeye Land Co., Independence, Iowa. 158

For Sale—Clean, up-to-date stock general merchandise, invoicing \$9,000; yearly sales \$35,000. Strictly cash. Old stand, lively Michigan town. Snap. Investigate. Address No. 157, care Michigan Tradesman. 157

For Sale—Bakery, restaurant, confectionery with soda fountain. Only bakery in good town of 1,500. Fine location. Lump or invoice. Address Crescent Restaurant, Walkerton, Ind. 156

For Sale—The best bakery business in the city of Little Rock; satisfactory reasons for selling; also fine zinc and timber lands in Arkansas. Apply to T. H. Jones Co., Little Rock, Ark. 162

For Sale—Stock of groceries, crockery and shoes in good town of 1,400 inhabitants. Two good factories. Stock all new, invoicing between \$4,000 and \$5,000. Can reduce stock to suit purchaser. Address No. 163, care Michigan Tradesman. 163

For Sale—Best country drug store in LaGrange Co., Ind. Address L. E. 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 Lodge Mich. 435

A Hardware Stock For Sale—The dissolution 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. Address A. L. Locke, Receiver, Bronson, 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 Tradesman. 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 attention. Address No. 196, care Michigan Tradesman. 196

We wish to sell our up-to-date stock of general merchandise and store. Enquire at once. Thompson & Curtis, Fenwick, Mich. 195

For Sale—New creamery located at Durand. Address Box 42, Durand, Mich. 193

Having decided to retire from business, we offer for sale, our stock of hardware, with tin shop in connection. Good surrounding farming country. Would take a 40 to 80 acre farm in exchange. Bratton & Perkins, Nashville, Mich. 191

For Sale—Stock of shoes, all new goods in one of the best locations in Traverse City. Rent reasonable. Inventory \$3,500. Address No. 152, care Michigan Tradesman. 152

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 fixtures. All cash trade, not a cent sold on time. Corner store, manufacturing and river town. Reason for selling, death in family. Address R. Sabel, corner Eureka and Biddle, Wyandotte, Mich. 116

Cash for your stock—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

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 Michigan Tradesman. 140

For Sale—Full stock of groceries and fixtures in Southeastern Michigan, thriving town of 3,000 population. Reason, other business. Address No. 185, care Michigan Tradesman. 185

For Sale—A new stock of clothing, dry goods, cloaks and millinery at Reed City, Mich. Stock about \$8,000 and can be reduced to suit purchaser. Store best location 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 Tradesman. 170

For Sale—160 acres of cut over lands on Section 20, Sheridan Township, Mecosta 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. Enquire of Lemuel Webster, St. Johns, Mich. 134

For Rent—For term of years, store building, living rooms attached, both phones. Hay scales, cooper shop, pig and hen house. Will rent with or without. Warehouse on siding with frost-proof storage room of 3,000 bushels capacity below packing room. Buildings all well painted and in good repair. Situated in very best farming country in State. Investigate for full particulars. Reason for renting, other business. Address G., care Tradesman. 137

Oceana is the most productive county in Michigan or in any other State; fruit, grain, clover, alfalfa, stock, poultry and fine climate; send for circulars and list of farms. J. D. S. 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 \$8,000, but can be reduced to suit purchaser. Best location in town. Best of reasons for selling. An unusual opportunity to the party who means business. No trades considered. Cash deal only. Address No. 69, care Michigan Tradesman. 69

Wanted to buy for cash, good stock general merchandise. Particulars in reply. Address No. 999, care Michigan Tradesman. 999

For Sale For Cash Only—Stock of general merchandise with fixtures. Established ten years. Good country trade. Don't write unless you mean business. C. F. Hosmer, Mattawan, Mich. 959

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

Sell your real estate or business for cash. I can get a buyer for you very promptly. My methods are distinctly different and a decided improvement over those of others. It makes no difference where your property is located, send me full description and lowest cash price and I will get cash for you. Write to-day. Established 1881. Bank references. Frank P. Cleveland, 1261 Adams Express Building, Chicago. 899

For Sale—Foundry and cider mill. Everything in running order. First class location. Harrison & Moran, Chelsea, Mich. 945

POSITIONS WANTED.

Wanted—Position in general store by experienced man. Best of references. Address No. 213, care Tradesman. 213

Wanted—Position as salesman in retail grocery. Have had ten years' experience. Address Box 147, Middleton, Mich. 160

HELP WANTED.

Wanted—Salesman to carry our neckwear as side line. State territory covered. Wagner & Griffin, 74 Williams St., Aurora, Ill. 214

Wanted—Experienced clerk for general store, is one of the many advertisements in "Clerks Helper" last month. A 3 months subscription for 25c will get you a position. Sample copy 10c. Address Clerks Helper, care Michigan Tradesman. 212

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. Armitage Mfg. Co., Richmond, Va. 164

AUCTIONEERS AND TRADERS

College of Auctioneering—Special instructor in merchandise auctioneering and special sales. Graduates now selling in nine 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 auctioneers carry the largest book of reference 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

MISCELLANEOUS.

H. C. Ferry & Co., the hustling auctioneers. Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash Ave., Chicago. Reference, Dun's Mercantile Agency. 872

To Exchange—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501

Want Ads. continued on next page.

Are You Looking for an Auctioneer?

That's our business. 13 years' experience. Our present sales our best references. We don't guarantee cost. We get the high dollar though. Write for dates at once.

A. W. Thomas Auction Co.
477 Wabash Ave. Chicago.

Our Experience Your Gain



J. S. TAYLOR



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 Seventh Banquet an Unqualified Success.

The seventh annual banquet of the Grand Rapids Retail Grocers' Association, which was held at the Hotel Pantlind Monday evening, was even more largely attended than the previous banquet of the organization, which taxed the facilities of the hotel to the utmost.

It was intended to begin the entertainment at 7:30 o'clock, but on account of there being more present than the dining room would accommodate, plates for twenty additional banquetters had to be provided for in the dining room on the ground floor and it was 8 o'clock before all were seated.

The invocation was pronounced by Melvin E. Trotter and, at the conclusion of the repast, President Fuller bade all present welcome in a pleasant speech, which was well received. E. A. Stowe then assumed the role of toastmaster.

The first speaker was G. H. DeGraaf, who spoke at some length, including the following remarks:

Thirty-five years ago the grocer made 33 1-3 per cent. profit. Out of this he paid his rent and help, so you see he could be successful. Soon after came the progressive grocer, so to speak. He added to his expenses by free delivery, and later on he called at his customers' homes and solicited the orders. This caused extra help and extra expense. Then entered the field a still more progressive grocer, who thought that by selling cheaper and reducing the profits he would get all the trade, but he soon found that he had made a mistake, for most all the grocers followed. Those who did not sold out and retired and lived on what they had earned.

This is the reason that so many men who go into the grocery business make a failure. You can not do business on so small a percentage that you have to give your time, also your wife's and children's time, to make both ends meet, and in most cases have to fail in business and forever remain in debt to the smiling wholesale grocer, who, like yourself, must make money to pay his creditors. If you will look back you will find that hundreds of grocers who started in with bright prospects have failed for no other reason than trying to do business on too small a profit. If you had a horse and wagon and a person would offer you 10 cents to deliver a parcel to his home, you would laugh at the proposal, but nevertheless you will deliver to many a person goods with less than 10 cents profit who is not your regular customer and never will be, for the reason that he or she is a regular bargain hunter, and you will thank them for the trade and ask them to come again and rub it into you.

I don't wish to say that all grocers are doing business in this way. Those who do not—I will not have to mention their names, for they are still in business and discount their bills. They also have what is called the cream of the trade, for the reason that ninety-five out of every 100 persons are pleased to see you do well and know you can not if you sell your goods for less than you can afford to. During my time as a grocer I have had several grocers start up in business in my neighborhood with more money than I had and in every case I have had the pleasure of seeing them go out of business poorer but wiser men, for no other reason than selling goods too cheap, while others moved into

the same stores with a small capital and have made a success, and the only reason was they received a fair profit. We have grocers with us today who have tried the cut rate style and found it n. g., and have seen the error of their ways and have gone back to the old and tried way, namely, sell what you have with a profit and do less labor and sleep better nights—in fact, enjoy life, so that you can meet your fellow grocer with a smile and say, "Well, I have had a profitable business the past year and hope you have had the same."

Fred J. Ferguson told several very good stories and presented an Irish recitation. For an encore he gave a whistling solo.

C. D. Crittenden discussed the Relation of the Produce Merchant to the Retail Grocer, which is published verbatim elsewhere in this week's issue of the Tradesman.

J. Geo. Lehman was unable to be present. The following letter of regret was read by President Fuller:

Owing to some very sudden and important business, I am sorry to say that I cannot attend the grocers' banquet tonight, as I intended to do. However, I can assure you that the subject allotted to me, The Retired Grocer, is only in name to me, as the word "retired" means withdrawn and that is all that I have done, as another has taken my place and so it will be in all times to come; and as one by one we step out of the ranks, it is our duty to do all we can to improve the conditions of the retail grocer, that he may continue to be a blessing to the community in which he lives.

Manley Jones discussed the good and bad qualities of the average traveling man.

A. B. Merritt was down for a talk on Chaff, which included a number of good stories and the recital of several characteristic instances in business life.

The concluding address was made by Geo. G. Whitworth, the incoming President of the Grand Rapids Board of Trade, the subject being Common Cause. He did his subject, himself and his audience ample justice and fully met the expectations of his friends. As an after dinner speaker Mr. Whitworth has few equals. His remarks were clear cut and emphatic and his conclusions were so convincing that he carried his hearers with him.

The affair then closed with the singing of America, led by Mel. Trotter.

Annual Meeting of the Michigan Bean Jobbers' Association.

Facts were brought out at the twelfth midwinter meeting of the Michigan Bean Jobbers' Association, which was held at Detroit last Wednesday, to show that in 1904 Michigan had the poorest bean crop in many years.

"It is absolutely the worst year in my reckoning," said President G. F. Allmendinger, of Ann Arbor. "Michigan raised just about 4,000,000 bushels of beans, but the poorest beans that I have ever seen. I figure that fully 16 per cent. of these beans are bad. They must be picked out and fed to stock, which is a big loss to the growers and jobbers. There is still 40 per cent. of last year's crop unsold. A new departure in the bean-growing industry has come out in the feeding of these picked beans to stock. They make excellent fodder, one bushel being equal in nourishment to three bushels of corn, and

we are selling them to stockmen at 40¢@60¢ a bushel. Formerly the greater part of these beans picked from the good ones were sold to Philadelphia canning concerns and they put them up and sold them for the choicest Boston baked beans. The dealers have been getting together on that score, however, and now instead of human consumption for these bad beans, there will be cattle consumption, a better arrangement from every standpoint. I look for an increase in prices. The market quotation for beans to-day was \$1.56, whereas last year at this time it was something over \$2."

President Allmendinger explained the meeting at its opening, about 100 being present, and set forth these very pertinent facts. W. J. Reardon, of Midland, then spoke further on the quality of the 1904 bean, as compared with that of the two previous years.

"The pickage is very heavy this year—the heaviest I have ever seen. The pickage is from eight to ten pounds to the bushel and some years it is only one pound to the bushel. This will, of course, curtail the crop greatly. Fully one-sixth of the bean crop will thus be ruled right out. In some parts of the State from twenty to thirty pounds will have to be weeded out of the bushel and fed to stock."

President Allmendinger explained that in former years large crops have been imported from Europe. The crop abroad for 1904 was, however, as poor as the crop in this country, and consequently there were no beans to speak of imported.

The question of uniform weights was thoroughly discussed by C. E. DuPuy, of Stockbridge, and others. Mr. DuPuy was of the opinion that beans should be put up in even weights, the same as flour. This does away with the shortage to some extent, the shortage being due in large part to shrinkage.

Railroads and transportation came in for quite an hour of pummeling. The members discussed the bill introduced into the Legislature the other day on demurrage charges. This bill was copied from that passed through the West Virginia Legislature and was introduced at Lansing through the efforts of the Michigan Grain Dealers' Association. The jobbers have been troubled for a long time by the railroad charges for demurrage—that is for holding over cars. The bill provides, however, that the jobbers may also file a bill for charges for time that the railroads fail to furnish cars. This will counteract the demurrage charges and cut down the bill the jobbers have to make good to the railroads. The sentiment of the meeting was in favor of President Roosevelt's ideas regarding the interstate commerce commission and also favored doing away with the uniform bill of lading. These two subjects were discussed fully by W. N. Isbell, of Jackson, and J. A. Heath, of Lenox.

E. W. Burkhardt, of Fowlerville, read a paper on the question: "Has The Arbitration Committee Been

a Success in Settling Differences Between Seller and Buyer?" The tone of his paper was emphatically affirmative.

"The Crop in New York" was described by J. C. McVean, Jr., of Scottsville, N. Y. His report showed that Michigan had outstripped New York. The quality is about the same in both states, but Michigan raised the more beans.

It was regarded as rather odd that although the crop is conceded far lighter for 1904 than for 1902 and 1903 there is a general demoralization in the market at the present time, and that the demand is meager as compared with these two years. This was discussed by E. M. Sheffield, of Detroit, which paper appeared verbatim in the Tradesman of Jan. 25.

The itch is regarded nowadays as an old-fashioned disease, not less disagreeable on that account. It is not often heard of, but the city of Worcester, Mass., seems to be getting everything this winter. In four separate public schools of that city the itch has become epidemic, greatly to the distraction of the scholars. It is proving a very serious matter, as might easily be imagined. A youngster suffering acutely from that disease can not easily acquire a studious frame of mind.

Business Wants

BUSINESS CHANCES.

For Sale—No 8 National Cash Register, as good as new. \$125 machine for \$70. Addison's Bazaar, Grand Haven, Mich. 221

For Sale—In the best town in Leelanau county, Mich., general store building with fixtures; also good residence property. Write H. F. Boughey, 611 Union St., Traverse City, Mich., for full particulars. 220

For Sale—Well established and prosperous confectionery, soda fountain, ice cream, and cigar business in the best city in Northern Michigan. Cash receipts last year \$10,000. Owner must devote attention to other business. C. J. Perry, Room 25, 103 Monroe St., Grand Rapids, Mich. 218

Wanted—An energetic, reliable man in every city who can invest from \$250 to \$500 and take exclusive charge of the sale of a profitable and quick selling staple article; no competition. C. J. Perry, Room 25, 103 Monroe St., Grand Rapids, Mich. 219

Too Much Business—I wish to sell one of my house furnishing stores at Boyne City or Petoskey, both doing good business, but each requires my constant personal attention, hence my reason for wishing to dispose of one. Prefer to sell Petoskey business. Don't write unless you mean business. Address G. Dale Gardner, Petoskey, Mich. 217

General Store Management—A man of wide experience and knowledge of general merchandise would accept the management of a business in any good town (north of Grand Rapids preferred). Address "Manager," care Michigan Tradesman. 215

For Sale—Clean, up-to-date stock of groceries, crockery, china and glassware, practically the only crockery stock in a good live town of 1,500, within 50 miles of Grand Rapids. Doing a good business. Stock and fixtures will inventory about \$2,000. No trades. Address "B," care Michigan Tradesman. 216

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. Address "Bon Marche," care Michigan Tradesman. 181

For Sale—A splendid telephone exchange in Kansas. 306 phones. Making money. J. A. McLean, Carthage, Mo. 178

Wanted—To buy clean stock general merchandise. Give full particulars. Address No. 999, care Michigan Tradesman. 999